The FOOD MARKETING INDUSTRY SPEAKS 1983

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The FOOD MARKETING INDUSTRY SPEAKS.

The economic outlook for this year leaves ample room for optimism. Interest rates are down. Inflation is down. The Administration's economic program supports a gradual reduction in monetary growth which should keep inflation low. And another round of tax cuts will encourage consumer spending. All in all, most economists agree that the stage is set for recovery with clear indications of movement in that direction. But there are some wild cards.

First, there's government spending. Bringing the deficit under long term control is the real key to prolonged recovery. When our lawmakers recognize that reducing the deficit is a true bipartisan issue, there will finally be a chance to bring spending under control.

Second there is unemployment. As long as unemployment numbers continue to improve with the economy, the President will be on solid ground. But if we experience another surge in people out of work, a major change in policy direction may be needed.

This report examines all the interdependent parts of our industry that work together to put food on the dinner tables of America: the food producer, the manufacturer, the wholesaler, and the retailer. It begins with a review of the economy in general with an in-depth look at those aspects which affect our industry directly. It cover sales and profit trends, and provides a detailed look at several special interest areas.

Highlighted this year, for example, are distribution centers —both at the wholesale and retail levels. The report also examines electronic games, automatic teller machines, maintenance, taxes, and productivity by store type.

Much of the data are compiled through FMI's annual surveys of the industry. FMI gratefully acknowledges all those companies who gave their time and effort to fill out the questionnaires. A detailed explanation of the study is provided in the appendix.

Industry information is also drawn from other FMI research reports such as *Operations Review* and *Facts About Store Development*. The Institute would also like to acknowledge data gathered from *Forbes Magazine*, the U.S. Departments of Agriculture and Commerce, and many other business and government publications.

While this report contains the complete analysis for 1982, it does not include the cross tabulations of survey data from which this analysis was developed. This information, providing a more thorough look at industry activity, is contained in a separate, supplemental report entitled *Detailed Tabulations from the Food Marketing Industry Speaks, 1983*. Another publication, *Trends—Consumer Attitudes and the Supermarket, 1983*, parallels *Speaks* by presenting the state of the industry from the consumer side. *Trends* explores consumer attitudes toward the economy and the supermarket, and analyzes changes in consumer concerns and shopping patterns.

Conducted by:

The Research Division
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Washington, D.C. 20006

IN 1982

Retail Sales Gain	**8.7%**
Wholesale Sales Gain	**6.0%**
Sales Per Square Foot	**$7.90**
Sale Per Transaction	**$14.33**
Sales Per Labor Hour	**$90.00**
Gross Margin With Warehouse	**23.4%**
Gross Margin Without Warehouse	**21.2%**
Net Profit (before taxes)	**1.5%**
Average Weekly Store Sales	**$180,500**

These operating results are typical of FMI's member supermarkets. They represent average performance based on data from a cross-section of our membership.

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The ECONOMIC SETTING

After a period of hard economic times, 1982 brought some news that is unmistakably good. The hopeful signs were falling inflation, falling interest rates, and a rallying stock market. By the end of 1982 the continuing gains in the government's composite index of leading indicators showed the best piece of good news: progress toward economic recovery.

The inflation rate, which fell to the lowest level in a decade, had a positive effect on the housing industry. In August, interest rates began falling, dropping to 11.5 percent by year-end. This drop encouraged the purchase of houses. For home-buyers the good news was that 1982 marked the first time in recent years that home prices increased at a slower rate than inflation.

The 5-week stock market surge beginning on August 13 is still being discussed among market analysts. Despite fears and forecasts of a fall below the 1000 mark, the stock market continues its rise this year, shooting up past 1200 points on the Dow Jones Industrial Average. Of course in a recovery, not all aspects of the economy are going to "recover" at the same speed. Interrelated factors will cause a lag in some areas.

Unemployment was the gloomiest part of the economic picture, averaging 9.7 percent last year, the highest level since the early 1940's. Unemployment was heaviest in the last quarter, and in the first quarter of this year it remains over 10 percent.

Economic Growth

Real growth in the economy, as measured by the Gross National Product, fell to a minus 2 percent last year. In fact, in each quarter of last year the GNP was lower than the same quarter of 1981.

Even though production was down, and employment was down and real wage and salary income was down, there is a bright spot in this part of the picture. Real disposable after tax income increased in 1982. Americans ended up with more money in their pockets. This increase in disposable income was due in part to the average effective Federal personal income tax rate, which fell from 12.5 percent to 11.4 percent.

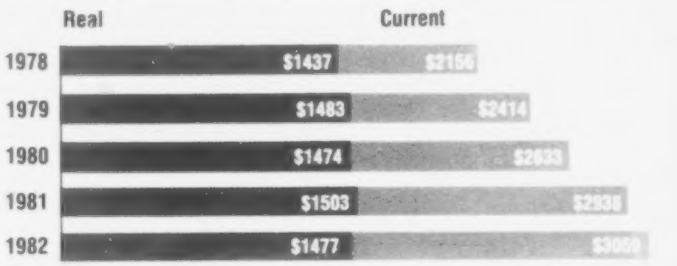
Not only did consumers have more money in their pockets, they spent more. Consumers increased their spending by 2.6 percent last year, measured in real personal consumption expenditures.

Despite a 6 percent rise in the Consumer Price Index for all items, food-at-home inflation was only 3.4 percent. This is a sharp inflation drop for our industry and marks the third year in a row of significantly falling inflation. Food away from home increased in price at a faster pace than grocery prices as it has in each of the last 4 years.

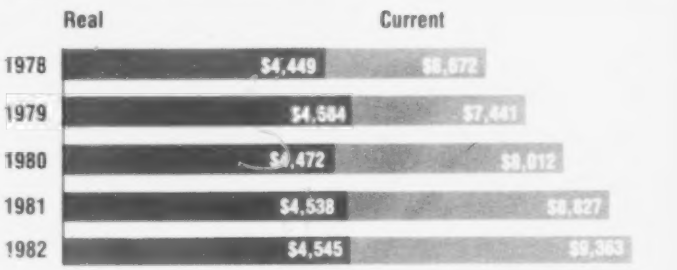
Food Production

With beef, pork, poultry and milk production continuing their

Gross National Product (Billions)



Per Capita Disposable Income



trends of the last few years, two areas stand out this year: fresh produce and corn.

It's clear that fresh fruits and vegetables are taking on new importance to consumers. Americans are eating more fresh produce, and farmers are growing more. Production of the nine major fresh vegetables was up 5 percent from 1981, continuing their steady climb since 1971. The forecast for 1983 is for even higher production. The effect of the rains in California is uncertain at this point, however. Although acreage planted is down, yield per acre is up and there may yet be ample supplies this year, but only if the weather improves.

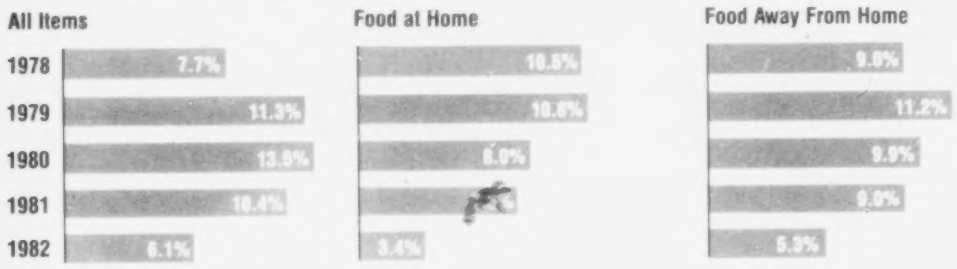
The corn industry has really been a victim of its own efficiency. Farmers increased production to match growing demand, but as demand growth slowed, production kept on climbing, reaching an all-time high last year. The resulting enormous stocks of both corn and wheat have now led our government to attempt an extraordinary measure to rid themselves of the surplus, the much publicized PIK Program (Payment In Kind).

PIK is an acreage reduction program in which farmers will receive the commodity from government storage that would have been grown on the acreage they withdrew from production. Food producers have been signing up for the program at a rate that has surprised the USDA. Secretary Block described producer participation as "breathtaking."

The expected 23 million acres withdrawn from production swelled to 82 million as more farmers than expected took part in the program. It's too soon to tell what the real impact will be on prices. Some analysts are predicting moderate feed price pressure, but no substantial run-up in corn prices. Others are worried about the possible effects on the poultry industry, as well as on the farm supply sector, including fertilizers and equipment. In reality, it depends on how good the crop turns out to be. We'll all have to wait and see.

A key part of the farm economy, exports, fell approximately 11 percent. The weak export market reflected the world recession, a strong dollar, and an increase in world grain stocks. Our share of the world grain stocks is expected to continue its rapid growth and should reach the 50 percent level in the 1982-83 crop year. This is one very real advantage of the PIK program over a simple withdrawal of acreage from production. With Payment In Kind, we maintain a flow of product into the export market.

Consumer Price Index



The INDUSTRY

Wholesaling

Wholesale sales increases averaged 6 percent last year. However, after adjustments for inflation, real sales increases dropped for the second year, to 2.5 percent. Sales for a typical store served by a wholesaler came to $2.16 million last year.

Of the various services wholesalers provided to their membership, more than 90 percent offered individual retail pricing, handling private label stock, and advertising support. More than 80 percent provided product movement data and equipment procurement. More than 70 percent, provided gross margin reports by item, and handled retail accounting and payroll.

Retailing

Current retail sales increased 8.7 percent, the smallest annual increase in the past 5 years. However, real sales increases, adjusted for inflation, were up 5 percent, the biggest rise in 5 years. Although operating conditions remain very tough, this is indeed a step in the right direction for our industry.

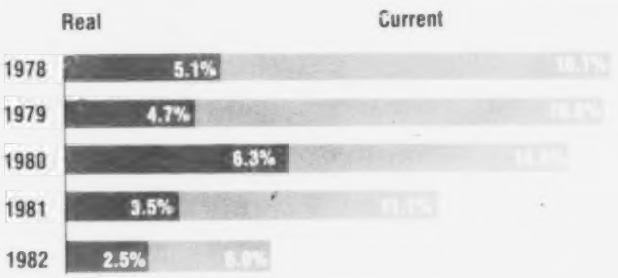
The comparison of identical store sales also shows how falling inflation affected the picture. Identical store sales in current dollars showed the lowest annual increase in 5 years. But this gain, although appearing low in current dollars, outstripped inflation, and the real sales gain adjusted for inflation was actually the highest in 5 years. Comparing real identical store sales with total company real sales, shows how difficult it has been to achieve sales growth through old stores. New stores and major remodelings continue to play an important role in the grocery industry in spite of tight investment capital markets.

Forbes magazine provides an indication of the profitability trend each year in their January issues. *Forbes* ranked supermarkets 28th in 1982 profitability among the 47 industries examined. Return on net worth the best measure of return to the owner, showed a healthy increase last year, up two percent from 1981. Return on total assets, a measure of capital productivity, hit a 5-year high of 10.7 percent.

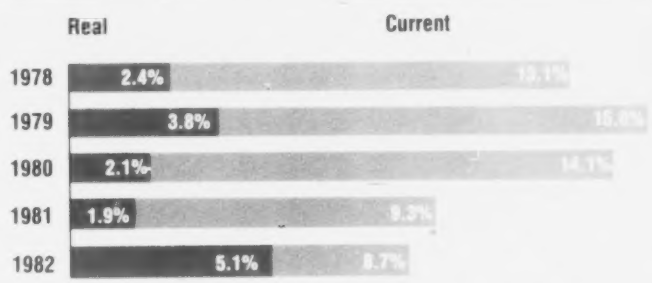
Restaurant sales increases were very low in the first part of the year, but by year-end this increase was dramatic. As people's budgets become tight, one of their first responses is to eat away from home less. As the economy begins to improve, Americans are beginning to splurge a little more.

Membership Services Provided by Wholesalers	
Individual Retail Pricing	93%
Handle Private Label	93%
Advertising Programs	91%
Handle Generic Label	88%
Product Movement Data	84%
Equipment Procurement	81%
Gross Margin Report by Item	77%
Retail Accounting	74%
Member Payroll	72%
Real Estate & Store Engineering	67%
Education/Training	67%
Equipment & Fixture Financing	63%
Interior Decor & Design Service	63%
Scanning Support	63%
Discount Program	56%
Space Allocation	54%
Lease Financing	49%
DSD System	49%

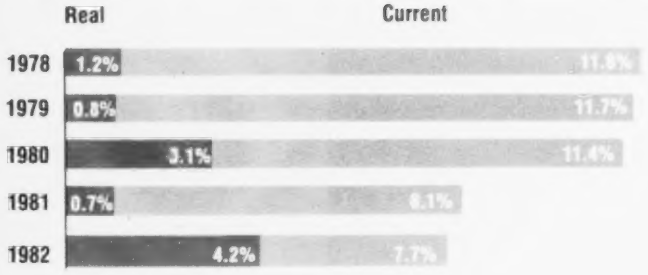
Wholesale Sales Increase



Retail Sales Increase



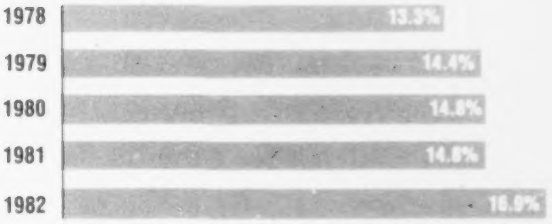
Identical Store Sales Increase



Return On Total Assets*

*Source: Forbes

Return On Net Worth*



*Source: Forbes

COMPANY PERFORMANCE

Gross Profit Margin

Gross profit margin is a measure of total sales income minus cost of the goods sold, all expressed as a percentage of sales revenue. All operating expenses and profits come out of the gross margin. For companies without their own warehouse, profit margins increased to 21.2 percent, a 5-year high. Companies with their own warehouse also set a record at 23.4 percent.

Store door margins, which represent gross margin minus warehouse and delivery costs, had a healthy increase this year to 19.2 percent.

Net Profit Margin

Net profit margin, which is calculated by dividing net profits by net sales, went up slightly last year after several years of decline. Quarterly net profits showed that the last half of the year was better than the first. 1982 was not as bad as it was feared it might be a year ago. Conditions in the industry are still tough, but the trends are certainly in the right direction.

Productivity

Profitability is tied to productivity. In this report, we analyze supermarket sales from a variety of angles to give us an indication of productivity trends.

One of these measures is sales per square foot, which increased both in current dollar terms to $7.90 and real terms to $2.83. Conventional stores, super stores, and combination stores all reflected increases.

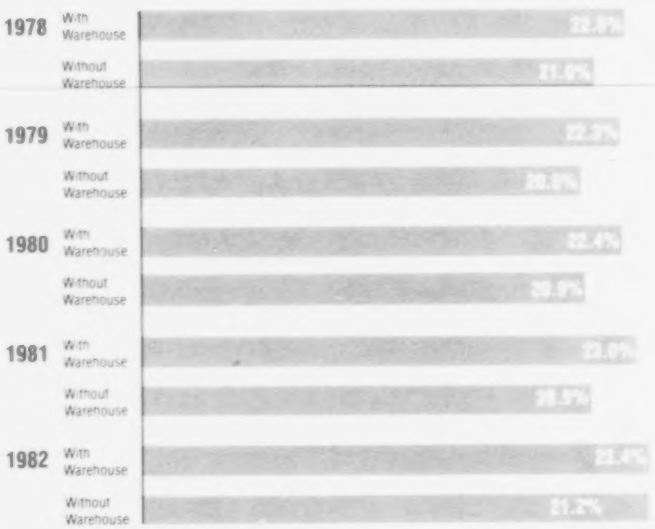
Sales per labor hour increased slightly in current terms, as they did the year before. But in spite of much well publicized progress on the labor negotiations front, real sales per labor hour fell $.75, a 5 percent decrease. Warehouse stores had the highest average sales per labor hour at nearly $130, with super stores a distant second at around $95.

Total labor cost as a percent of sales has been climbing steadily since 1979. Both direct and fringe costs were responsible for this increase. The average hourly labor cost was $7.93.

Average weekly store sales rose to more than $180,000, a 14 percent increase over 1981. Combination stores led with average weekly store sales of more than $300,000, and super stores ranked second at more than $200,000. Conventional stores were well below the industry average at $130,000 in weekly sales. These conventional stores are full line supermarkets smaller than 30,000 square feet.

The sales figure per customer transaction leveled off last year. After a hefty 17.6 percent current increase in sales per customer transaction from 1980 to 1981, there was only a one percent current increase last year. However, this works out to a 3 percent de-

Gross Profit Margin



Net Profit Margin before taxes

crease in real terms to $5.13. Of the various store types, only conventional stores, with their average sale per customer transaction of $13, fell below the industry average.

Sales figures last year show that non-foods accounted for over 11 percent of total supermarket sales, with 6.2 percent from general merchandise and 5 percent from health and beauty aids.

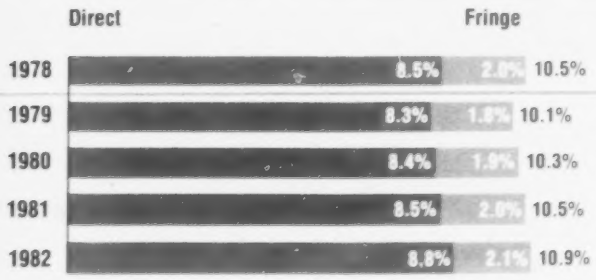
The typical supermarket last year was 29,000 square feet in total area. Super stores at 35,000 and combination stores at 46,500 square feet were the two types that were larger than the average.

For the items sitting on store shelves, the average price per item last year was $1.25, up from $1.19 in 1981. Both conventional and super stores listed $1.25 as the typical price. The average number of items in stores has stabilized over the last two years for each type of store. The average number of items for supermarkets of all types last year was just slightly over 13,000.

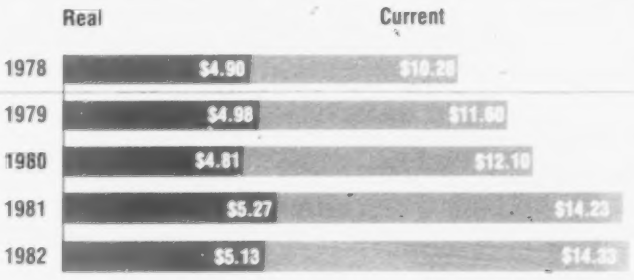
Larger retailers rely on their own warehouse for almost two-thirds of their products. Direct store deliveries supply a large portion of products for both larger retailers and independents.

Percentage of Operation Supplied by	*All Companies*	*Larger Retailer*	*Independent*
Own Warehouse	52%	59%	5%
Voluntary Wholesaler	7%	5%	19%
Cooperative Wholesaler	7%	4%	28%
Unaffiliated Wholesaler	10%	9%	17%
Direct Vendor Deliveries	24%	24%	30%

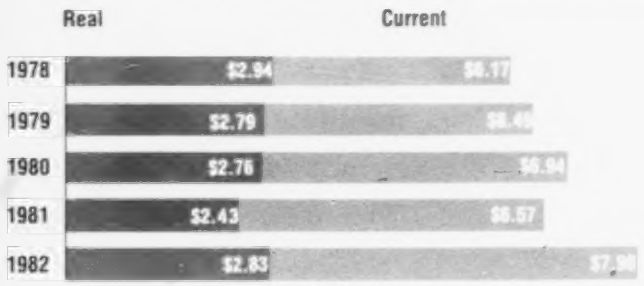
Total Store Labor Cost



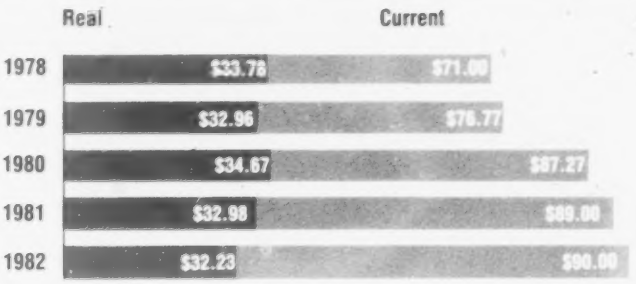
Sale Per Transaction



Sales Per Square Foot



Sales Per Labor Hour



DISTRIBUTION CENTERS

Transportation/Fleet

A typical fleet includes 74 refrigerated and 89 dry trailers. There are an average of 61 3-axle tractors and 12 2-axle tractors, and the ratio of trailers to tractors is 2.2 to 1.

Eighty-four percent of trailers are owned, with the rate somewhat higher among retailers and lower among wholesalers. Seventy-seven percent of tractors are owned, again with retailers exceeding the average and wholesalers falling somewhat below.

Typical Fleet Per Company	
Number of Trailers	
Refrigerated	74
Dry	89
Number of Tractors	
3-Axle	61
2-Axle	12
Ratio of Trailers to Tractors	2.2

There are nearly one-and-a-half full time drivers per tractor, with retailers slightly above and wholesalers slightly below this average.

The average number of miles per truck trip fell slightly last year, while the average distance between the center and the store served rose slightly over the previous year.

The percentage of truckloads

Proportion of Fleet Owned	Total	Retailers	Wholesalers
Trailers	83.9%	93.8%	72.2%
Tractors	76.6%	84.7%	67.5%

delivered by common carrier is highest of any category of delivery for both retailers and wholesalers, with company trucks and backhaul in the number two slot. At the bottom of the list for both wholesale and retail is the supplier's private carrier.

Dry Grocery Distribution Centers	
Average Total Area	
Total Centers	219,420
Retail Centers	223,135
Wholesale Centers	200,000

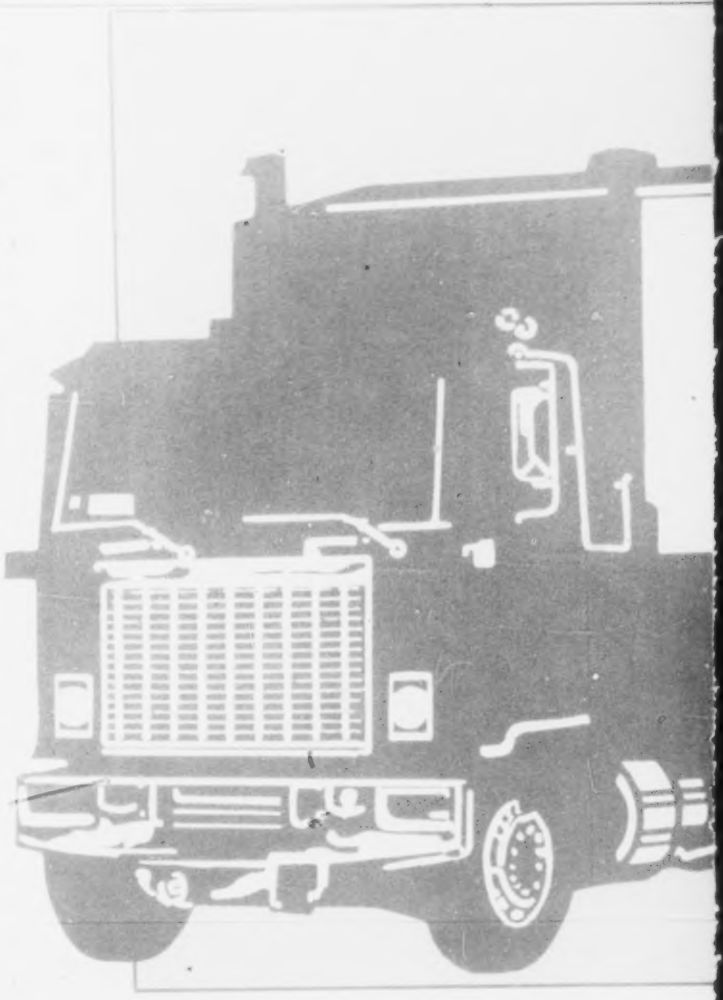
Dry Grocery Distribution Centers

A look at dry grocery distribution centers shows that the average total area for all centers for both wholesalers and retailers is just under 220,000 square feet. The average dry grocery distribution center has 78 employees.

The number of inbound truck loads is 137 and the number of rail cars is 12. The average number of outbound vehicle loads is 145.

The average number of items available is 5,568. The number of orders processed each week is more for wholesalers than retailers, 361 compared to 189. Dry grocery distribution centers usually use manual selection. Only 11 percent use conveyor. The majority operate 2-shift centers. The productivity figures involving cases show 158 shipped per direct labor hour, 70 shipped per total hour, and 161 selected per direct labor hour.

Frozen Food	
Average Total Area	
Total Centers	28,000
Retail Centers	28,450
Wholesale Centers	28,000



Frozen Food Distribution Centers

As we shift our attention to frozen food distribution centers now, we see an average of 82 supermarkets served per center.

Frozen Food	
Average Number of Cases Shipped per Week	35,000
Average Number of Cases Shipped per Direct Labor Hour	140
Average Number of Cases Selected per Direct Labor Hour	153
Average Number of Cases Shipped per Total Labor Hour	70

These centers receive fewer rail cars than dry grocery centers, only one per week.

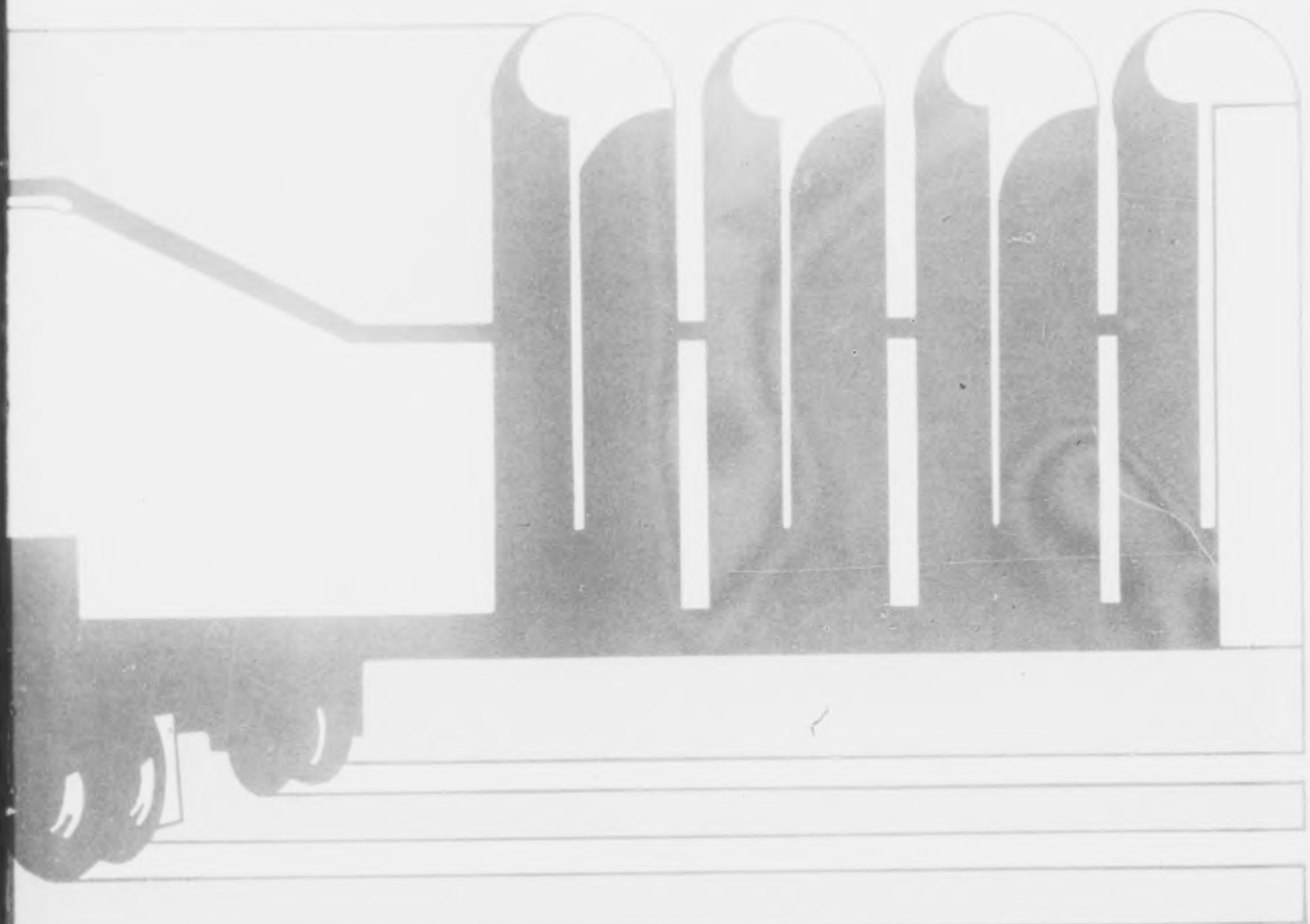
Wholesale centers average 28,000 square feet, with retail centers almost 500 square feet larger than that. These frozen centers have an average of 900 items available, with an average of 17 inventory turns per year. On the labor side, there is an average of 14 employees per center with well over twice as many two-shift centers, compared to one-shift centers.

Manual selection is used 89 percent of the time. In direct labor ratios, nearly 300 cases are stored and replenished per direct labor hour and about half that number are selected per direct labor hour. When computed for total labor hour, 70 cases are shipped per labor hour. For direct labor hour, the number rises to 140.

Frozen food centers average shipments of 35,000 cases per week.

Number of Shifts Operated Per Day in Distribution Centers

	All Companies	Wholesale Companies	Retail Companies
Dry Grocery			
One	19%	6%	32%
Two	53%	67%	39%
Three	27%	26%	29%
Frozen Food			
One	24%	14%	36%
Two	59%	65%	52%
Three	17%	22%	12%



OPERATIONS

Maintenance

As the pace of new store construction remains slow, maintenance becomes more important, important for the store image, for labor productivity, and for cost control as well.

The cost for in-store maintenance and repair now represents one percent of sales. About half the companies surveyed include maintenance of front end scanning in this figure.

This one percent cost figure is divided between heating, ventilation, air conditioning (HVAC), and refrigeration equipment which together represent 62 percent; electrical costs, which account for 14 percent, and all other maintenance costs which together represent 25 percent.

Maintenance people usually have some involvement in energy conservation. On a scale of 1 to 5, with one indicating no involvement and five total involvement, the response to the survey averaged 2.7.

Store management is likely to have some control over store maintenance, ranking 3.7 on the scale.

Electrical repairs and maintenance are usually handled by an outside contractor on a time and materials basis. HVAC and refrigeration equipment may be handled in a variety of ways. Preventive maintenance programs are often informal, worked in whenever there's time.

For HVAC and refrigeration equipment, 39 percent of the companies have a formal or scheduled work arrangement.

Ninety-four percent of all companies answer a HVAC or refrigerator equipment call within hours, usually 2½ hours. Of the 68 percent of companies whose response time is less than one day for electrical troubles, these calls are also answered in a little over 2½ hours.

Most maintenance calls handled by store personnel involve the store personnel calling outside contractors. Only a third call a central dispatch within the company.

Most companies spot replace their lamps. Larger companies are more likely to group relamp, which they typically do about every 2.7 years.

How Maintenance is Typically Handled

	HVAC and Refrigeration	Electrical	Other
In-House Personnel	16%	15%	25%
Outside Contractor Time and Material Basis	38%	55%	18%
Outside Contractor Service Contract	19%	4%	9%
Mixture	27%	26%	48%

Taxes

With tax reform such a high profile issue this year, we explored industry on tax and financial reporting procedures. We found that the typical retail company has 58 percent of its fixed assets in store equipment and 22 percent in supermarket buildings. The remaining fixed assets were in distribution center buildings, equipment, and vehicles.

For tax reporting, 86 percent of the companies use the accelerated method of depreciation, as opposed to straight line, for distribution center equipment purchased before the Economic Recovery and Tax Act went into effect. But 74 percent use the straight line method for financial reporting.

For tax purposes, supermarket buildings purchased before ERTA was enacted are almost equally likely to be depreciated using the accelerated method or the straight line method. When asked what effects ERTA had on their operations, 39 percent of the retailers mentioned the positive effects of the Accelerated Cost Recovery System, depreciation, or improved cash flow. Only 7 percent had negative comments about the effects of ERTA. About 62 percent of the companies surveyed rely for tax help on an outside accounting firm.

Percentage of Advertising Dollars Spent on

Newspapers	37%
Radio	8%
Television	13%
Mailers/Flyers	14%
In-Store Coupons	3%
Billboards	*
Other	6%

*Less than .5%

Advertising

When it came to company advertising last year, total expenditures stayed constant at 1 percent of sales. All categories of advertising have increased their share of the advertising dollar, except for one: mailers and flyers. The majority of that advertising dollar is spent on newspaper space. In 1982, there was a big jump in the use of mailers and fliers. This year retailers have backed off that position somewhat and reallocated the difference to radio and television.

Average Length of Useful Life*	Accelerated	Straight Line
Supermarket Buildings	26 years	27 years
Distribution Center Buildings	32 years	28 years
Store Equipment	8 years	8 years
Distribution Center Equipment	7 years	10 years
Vehicles	4 years	4 years

*For tax reporting.

Electronic Games

Electronic video games were big news last year. But this year, the results show that electronic game activity in supermarkets seems to have peaked. Fewer stores had electronic games last year than the year before, and the number of stores planning to get them has decreased even more, from 38.3 percent in 1981 to 22.1 percent last year. The average number of electronic games per store still using them has increased, while the average gross revenue per game per week has decreased. There has been a slight shift of the games to outside the store, although 95 percent are still placed at the inside front of the store.

The biggest news in this area this year is the jump in reported problems with loitering and general disruption associated with the games. The loitering category alone jumped from under 10 percent last year to 50 percent this year. After a year of experience with these games the problems seem to be catching up.

Automatic Teller Machines

A very hot topic for some retailers is the potential of automatic teller machines (ATMs) in stores. The ATM picture is changing so quickly, it's hard to take a snapshot of where things stand at any given moment. We seem to be on the threshhold of exploring the potential that ATMs hold for our industry.

Four and one half percent of the stores surveyed have ATMs. About 85 percent of the ATMs associated with supermarkets are part of a shared system.

Transactions at ATMs in supermarkets average 1000 per week. ATM transactions are mostly to dispense cash—nearly 65 percent—followed by balance inquiry at 25 percent, and deposit-taking at about 9 percent.

Banks or other financial institutions own the ATMs in almost 78 percent of the cases. The supermarket company owns the ATMs in 18 and a half percent of the cases.

In supermarkets that have ATMs, about 23 percent of customers have access cards, but only 7 percent of these regularly use the machines.

One fact that may be surprising to some is that check volume hasn't changed in about 84 percent of the stores that have ATMs. Check volume has decreased in only about 16 percent of the stores.

Supermarket personnel receive customer complaints about out of order ATMs approximately 60 percent of the time. The bank or financial institution receives these complaints about 45 percent of the time. These numbers add up to more than 100 percent because some people complain to more than one person.

Location of ATMs	
Through the Wall	28%
Outside the Supermarket	7%
In front of in the Vestibule	17%
Near Checkouts	35%
Other	13%

ATM Ownership	
Banks	70%
Other Financial Institutions	8%
Supermarket Company	19%
Third Party Service Provider	1%
Other	3%

Unlike electronic games, the ATMs don't seem to be causing disruptions in stores. Nearly 87 percent of stores with ATMs reported no major disruptions or problems associated with the machines.

Major Difficulties with Games	
No Problem	50%
Loitering of Players	50%
General Disruption	13%
Poor Service	3%
Increased Pilferage	3%
Equipment Repairs	*

*Less than .5%

STORE DEVELOPMENT

Last year 65 percent of all existing stores were conventional stores. It's been an average of seven years since the typical conventional store was remodeled, making this type of store the oldest in terms of years since being remodeled. The newest stores are combination, limited assortment, and warehouse stores.

In 1982 there were fewer new stores and more store closings than in 1981. The greatest percentage of stores closed—more than 70 percent—were conventional stores. The greatest percentage of new stores opened were super stores at about 42 percent of all openings. Twenty-seven percent of new stores opened were combination stores.

After stores are built, they can be expected to undergo a major remodeling in 10 years. After that, stores are usually remodeled every seven years.

There is one pattern in new store development which is changing. After a lull in the mid to late 70's, the size of new stores has started to rise once again, with average square feet now totaling 36,400.

The average total construction cost is $55.69 per square foot, with nearly $30 for building cost and nearly $24 for store equipment, fixtures, and decorations. The average time from construction to breakeven is 12 months.

The average minimum rent for new stores is $5.45 per square foot compared to $2.91 for existing stores. The overages as percent of sales are .8 for new stores, which is one-tenth of a percent below existing stores. This brings an expected total rent of $6 for new stores and $4 for existing stores.

New Stores Opened

New Store Total Area In Square Feet

Stores Closed

About the Study

This year's report is the result of food marketing companies participation in several FMI surveys, *Retail Operations, Distribution Center Operations, Cash Dispensors, Taxes, Operations Review* and *Facts about Store Development*. Nonmembers as well as members were invited to provide company data in many of the surveys. The sample description for four of these questionnaires are presented on the opposite page. These numbers represent information from approximately twenty percent of the companies invited to participate.

All averages shown in this report are median figures, except where noted. Medians provide a better industry average because the figures are not subject to distortion by unusual extremes. This is very important when a few companies differ very significantly from the marketing average.

When measuring real growth in retail sales and productivity, *Speaks* uses the CPI food-at-home index as a deflator. The table below charts this deflator.

In this report, FMI defines a supermarket as a retail food store with annual sales of at least $2 million. This report is a summary of key findings of the surveys. Some, however, may have the need for more detailed facts and figures. The supporting tables for this report are found in the companion report entitled *Detailed Tabulations from the Food Marketing Industry Speaks, 1983* and in *Facts about Store Development*.

Index For Deflating Annual Supermarket Sales

	CPI Food at Home	% Increase
1974	162.4	14.9
1975	175.8	8.3
1976	179.5	2.4
1977	190.2	6.0
1978	210.2	10.5
1979	232.9	10.8
1980	251.5	8.0
1981	269.9	7.3
1982	279.2	3.4

APPENDIX

Trends in Operating Results

	1978	1979	1980	1981	1982
Gross Profit with Warehouse	22.6%	22.3%	22.4%	23.0%	23.4%
Gross Profit Without Warehouse	21.0%	20.5%	20.9%	20.9%	21.2%
Sales Per Labor Hour	$71.00	$76.77	$87.27	$89.00	$90.00
Sales Per Square Foot	$ 6.17	$ 6.49	$ 6.94	$ 6.75	$ 7.90
Sale Per Customer Transaction	$10.28	$11.60	$12.10	$14.23	$14.33
Average Hourly Labor Cost*	$ 5.36	$ 5.92	$ 6.57	$ 7.64	$ 7.93
Store Labor Expense	8.5%	8.3%	8.4%	8.5%	8.8%
Fringe Benefit Expense	2.0%	1.8%	1.9%	2.0%	2.1%
Grocery Department Shrink	0.5%	0.6%	0.5%	0.5%	0.5%
Net Profit (before taxes)	1.7%	1.9%	1.5%	1.4%	1.5%

*Excluding fringe benefits

Sample Description For *Food Marketing Industry Speaks*

Retail Operations Questionnaire

(Base) Company Retail Sales (millions)	Sample Companies (223)
Under $10	32.7%
$10-$30	28.3%
$31-$100	20.2%
$101-$250	5.8%
$251-$500	7.2%
Over $500	5.8%
	100.0%

Distribution Center Operations Questionnaire (Base) Company Sales (millions)	Sample Wholesale Companies (44)	Sample Retail Companies (53)
Under $30	2.3%	1.9%
$31-$100	22.7%	7.5%
$101-$250	38.6%	15.1%
$251-$500	9.1%	26.4%
Over $500	27.3%	49.1%
	100.0%	100.0%

ATMs and Cash Dispensors

(Base) Company Retail Sales (millions)	Sample Companies (227)
Under $10	28.2%
$10-$30	19.4%
$31-$100	16.3%
$101-$250	12.8%
$251-$500	10.6%
Over $500	12.8%
	100.0%

Tax Questionnaire

(Base) Company Retail Sales (millions)	Sample Companies (162)
Under $10	21.0%
$10-$30	16.6%
$31-100	19.1%
$101-$250	14.0%
$231-$500	11.5%
Over $500	17.8%
	100.0%

READER'S COMMENT FORM

Report: The Food Marketing Industry Speaks 1983

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The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1,100 members—food retailers and wholesalers and their customers in the United States and overseas. FMI's domestic member companies operate over 17,000 retail food stores with a combined annual sales volume of $125 billion—half of all grocery sales in the United States. More than three-fourths of FMI's membership is comprised of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 37 nations.

The FOOD MARKETING INDUSTRY SPEAKS 1983

DETAILED TABULATIONS

Detailed Tabulations

The Food Marketing Industry Speaks 1983

Published by:

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Foreword

This publication is the companion report to *The Food Marketing Industry Speaks, 1983.* It contains the detailed tabulations for the information summarized in that report.

An annual survey of food wholesalers and retailers is the primary source of information for this report. Any data not taken from FMI's *Speaks* surveys are indicated by a footnote.

Data are for 1982. Company sales data are reported on an annual basis; productivity data, sales per labor hour, square foot or transaction, are reported on a weekly basis.

Except where noted, averages in these tables are mean figures; all others are medians. A median represents the halfway or middle figure when all figures are listed in order from the smallest to the largest. Medians are only presented when four or more companies in a category answered the question, except for distribution centers when it is three or more.

In addition to presenting data for wholesale and retail operations, *Speaks, 1983* also includes a section on dry grocery and frozen food distribution centers. Figures in this section are presented for both wholesalers and retailers, as well as for all companies.

Subject areas explored in depth this year are electronic games, automatic teller machines, maintenance and tax concerns.

Data for store profiles are found in Tables 57A and 57B. In these tables sales and productivity figures are presented for five different types of grocery stores. For example, average sale per customer transaction is shown for four store types, conventional, super, combination and warehouse stores.

In order to insure the confidentiality of individual companies, some data within different subcategories have been changed plus or minus one percent.

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TABLE 1
GEOGRAPHIC REGION OF WHOLESALE HEADQUARTERS

	ALL WHOLESALE COMPANIES	1982 WHOLESALE SALES (MILLIONS OF DOLLARS)					WHOLESALE AFFILIATION		
		30 OR LESS	31-100	101-250	251-500	OVER 500	COOP-ERATIVE	VOLUN-TARY	UNAFFI-LIATED
ALL COMPANIES	44	1	10	17	4	12	27	16	1
NORTHEAST	6.8	-	10.0	11.8	-	-	3.7	12.5	-
MIDDLE ATLANTIC	6.8		10.0	-	-	8.3	11.1	-	-
EAST NORTH CENTRAL	27.3	-	30.0	29.4	25.0	25.0	22.2	37.5	-
WEST NORTH CENTRAL	4.5	-	-	5.9	-	8.3	7.4	-	-
SOUTHEAST	20.5	-	20.0	35.3	25.0	-	18.5	18.8	
WEST SOUTH CENTRAL	9.1	-	-	17.6	-	8.3	11.1	6.3	-
MOUNTAIN	6.8	-		-	25.0	16.7	7.4	6.3	-
PACIFIC	15.9	-	20.0	-	25.0	33.3	18.5	12.5	-
CANADA	2.3	-	10.0	-	-	-	-	6.3	-

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 2
AVERAGE PERCENT CHANGE IN WHOLESALE SALES 1981 VS 1982

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	6.0	0.9	10.0	42
REGION				
NORTHEAST	7.4	5.6	10.0	3
MIDDLE ATLANTIC	9.1	9.1	13.0	3
EAST NORTH CENTRAL	4.9	5	9.7	12
WEST NORTH CENTRAL				2
SOUTHEAST	5.4	9	10.0	9
WEST SOUTH CENTRAL	6.9	6.3	10.3	3
MOUNTAIN	10.1	-3.6	17.3	3
PACIFIC	-1.3	-9.1	2.8	6
CANADA				1
ALL COMPANIES	6.0	0.9	10.0	42
COMPANY WHOLESALE SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS				1
31-100	8.5	5.3	14.5	9
101-250	5.3	-1.0	10.0	16
OVER 250	5.6	2	9.7	16
NUMBER OF SUPERMARKETS SERVED				
1-10	8.5	-6.8	9.1	3
11-50	5.0	-3.6	14.5	11
51-100	3.3	9	6.3	6
OVER 100	8.3	2.0	10.1	18
WHOLESALE AFFILIATION				
COOPERATIVE	6.8	9	10.0	26
VOLUNTARY	5.4	0	10.0	15
UNAFFILIATED				1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 3
PERCENTAGE OF ANNUAL SALES VOLUME ATTRIBUTED TO -- SUMMARY TABLE OF MEANS

	ALL WHOLESALE COMPANIES	1982 WHOLESALE SALES (MILLIONS OF DOLLARS) 30 OR LESS	31-100	101-250	251-500	OVER 500
CORPORATELY OWNED STORES	14.8	0.0	10.3	22.8	1.9	14.6
INDEPENDENT FOOD STORES	77.4	50.0	64.0	68.5	60.8	82.1
OTHER FOOD CHAINS	4.9	.0	8.6	2.1	26.5	2.8
CONVENIENCE STORES	3.5	50.0	16.3	5.7	7.2	1.8
RESTAURANTS	.3	.0	0	.2	.8	.4
HOSPITALS	.2	.0	0	.2	.8	.1
SCHOOLS	.2	0	0	.2	.8	.1
OTHER	.7	.0	.8	.6	1.2	.6

NOTE: DATA WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 4
AVERAGE SALES PER RETAIL STORE SERVED -- IN MILLIONS OF DOLLARS

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	2.16	1.38	3.56	39
COMPANY WHOLESALE SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS	-	-	-	-
31-100	2.13	1.85	3.73	9
101-250	1.82	.90	2.57	16
OVER 250	2.81	1.40	3.97	14
WHOLESALE AFFILIATION				
COOPERATIVE	2.78	1.40	3.73	23
VOLUNTARY	1.64	1.19	2.27	15
UNAFFILIATED				1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 5
SERVICES PROVIDED TO MEMBERSHIP

	ALL WHOLESALE COMPANIES	1982 WHOLESALE SALES (MILLIONS OF DOLLARS) 30 OR LESS	31-100	101-250	251-500	OVER 500
TOTAL	43	1	10	16	4	12
HANDLE PRIVATE LABEL	93.0		80.0	93.8	100.0	100.0
INDIVIDUAL RETAIL PRICING	93.0		90.0	87.5	100.0	100.0
ADVERTISING	90.7		80.0	93.8	75.0	100.0
HANDLE GENERIC LABEL	88.4		80.0	93.8	100.0	83.3
PRODUCT MOVEMENT DATA	83.7		90.0	81.3	75.0	91.7
EQUIPMENT PROCUREMENT	81.4		70.0	87.5	75.0	91.7
GROSS MARGIN REPORT BY ITEM	76.7		80.0	68.8	75.0	83.3
RETAIL ACCOUNTING	74.4		60.0	81.3	75.0	83.3
MEMBER PAYROLL	72.1		60.0	81.3	75.0	75.0
REAL ESTATE & STORE ENGINEERING	67.4		60.0	62.5	50.0	91.7
EDUCATION/TRAINING	67.4		60.0	68.8	50.0	83.3
EQUIPMENT & FIXTURE FINANCING	62.8		70.0	50.0	50.0	83.3
INTERIOR DECOR & DESIGN	62.8		70.0	50.0	50.0	83.3
SCANNING SUPPORT	62.8		50.0	50.0	75.0	91.7
DISCOUNTS	55.8		80.0	37.5	50.0	58.3
SPACE ALLOCATION	53.5		40.0	43.8	75.0	75.0
LEASE FINANCING	39.5		30.0	25.0	50.0	66.7
DSD SYSTEM	39.5		40.0	25.0	50.0	58.3

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

DISTRIBUTION CENTER OPERATIONS

TABLE 6
PROFILE OF COMPANIES

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL COMPANIES	97	9	11	21	5	18	8	5	16	4
RETAILERS	54.6	66.7	72.7	42.9	60.0	50.0	50.0	40.0	56.3	75.0
COOPERATIVE WHOLESALERS	27.8	11.1	27.3	28.6	40.0	27.8	37.5	40.0	31.3	-
VOLUNTARY WHOLESALERS	16.5	22.2	-	28.6	-	16.7	12.5	20.0	12.5	25.0
UNAFFILIATED WHOLESALERS	1.0	-	-	-	-	5.6	-	-	-	-

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 7
DISTRIBUTION CENTERS

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL COMPANIES	81	8	10	18	3	14	5	4	15	4
AVERAGE NUMBER OF MILES PER TRUCK TRIP	136.0	114.0	113.1	94.0	300.0	149.8	268.0	164.0	109.9	159.0
ALL COMPANIES	91	13	12	20	11	18	10	7	17	2
AVERAGE DISTANCE BETWEEN CENTER AND STORES SERVED	112.4	59.0	68.7	80.8	146.0	137.2	172.3	256.1	79.9	
RETAILER (AVG. MILES)	99.5	48.0	73.3	63.4	98.0	91.1	174.4	353.8	67.7	
WHOLESALER (AVG. MILES)	128.1	83.8	55.0	93.5	203.6	174.1	170.2	126.0	97.3	
LONGEST DISTANCE BETWEEN CENTER AND STORES SERVED	242.0	164.2	148.8	160.9	258.3	287.2	332.7	445.0	257.8	
RETAILER	230.3	149.8	160.9	128.0	202.0	264.0	299.6	496.3	276.5	
WHOLESALER	256.6	196.8	112.3	187.9	314.6	305.7	365.8	376.7	226.7	

NOTE: UNWEIGHTED DATA

TABLE 8
PROPORTION OF FLEET OWNED VS LEASED

	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	1982 SALES (MILLIONS OF DOLLARS): UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL	83	45	38	-	2	14	22	15	30
PROPORTION OF TRAILERS OWNED	83.9	93.8	72.2	-		77.3	74.5	88.2	90.7
TOTAL	83	44	39	-	2	14	23	14	30
PROPORTION OF TRACTORS OWNED	76.6	84.7	67.5	-		71.5	68.8	88.8	81.1
TOTAL	63	35	34	-	1	9	23	14	22
PROPORTION OF TRUCK FLEET MILES DRIVEN ON OWNED FLEET	79.2	88.7	69.4			80.4	68.8	81.5	87.2

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 9
TYPE OF TRAILERS/TRACTORS

	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	1982 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	93	51	42		2	15	24	16	36
TRAILERS									
REFRIGERATED	74	89	55			6	40	43	142
DRY	89	98	77			10	45	54	171
TOTAL COMPANIES	94	51	43		2	15	25	16	36
TRACTORS									
3-AXLE	61	61	60			8	30	39	116
2-AXLE	12	12	12			2	5	4	25
TOTAL COMPANIES	93	51	42		2	15	24	16	36
RATIO TRAILERS TO TRACTORS	2.2	2.5	1.8			1.5	2.3	2.2	2.2

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 10
TRUCK FLEET

	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	1982 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	94	52	42		2	14	25	17	36
TOTAL NUMBER OF TRUCK FLEET MILES	4269203	4728038	3701121			377620	2060768	2254055	8495978
TOTAL COMPANIES	89	49	40			14	24	16	35
TOTAL DOLLAR AMOUNT SPENT FOR FUEL	991763	1130238	822133			125880	453816	545313	1911087
TOTAL COMPANIES	89	50	39			13	24	17	35
TOTAL GALLONS PURCHASED	876763	972276	754310			108933	405702	464519	1685203
TOTAL COMPANIES	92	51	41			14	25	17	36
AVERAGE FLEET MILES PER GALLON	5.4	5.5	5.2			5.1	5.7	5.0	5.4
TOTAL COMPANIES	92	51	41		2	14	24	16	36
FLEET MILES PER TRACTOR	52584	56111	48195			35329	53846	49054	60743
TOTAL COMPANIES	88	49	39			13	24	16	35
DOLLARS PER GALLON	1.17	1.18	1.14			1.19	1.17	1.15	1.16

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 11A
NUMBER OF DRIVERS EMPLOYED IN A TYPICAL WEEK PER COMPANY

	ALL COMPANIES	NUMBER OF TRACTORS: 25 AND UNDER	26-99	100 AND OVER
TOTAL	95	35	42	16
FULL-TIME	91.9	17.0	71.5	316.9
COMPANY	89.0	16.2	67.4	312.2
HIRED SERVICE	2.9	.8	4.1	4.7
PART-TIME	4.4	1.2	3.9	12.9
COMPANY	4.1	1.1	3.2	12.9
HIRED SERVICE	.3	.1	.7	0
TOTAL	93	35	42	16
WEIGHTED RATIO OF TOTAL FULL-TIME DRIVERS TO TRACTORS	1.48	1.50	1.51	1.46

NOTE: UNWEIGHTED DATA, EXCEPT FOR DRIVERS/TRACTORS RATIO, WHICH IS WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 11B
NUMBER OF DRIVERS EMPLOYED IN A TYPICAL WEEK PER COMPANY

	ALL RETAIL COMPANIES	NUMBER OF TRACTORS: 25 AND UNDER	26-99	100 AND OVER	ALL WHOLESALE COMPANIES	NUMBER OF TRACTORS: 25 AND UNDER	26-99	100 AND OVER
TOTAL	51	18	27	5	44	17	15	11
FULL-TIME	99.4	17.9	73.9	548.8	83.2	16.1	67.1	211.5
COMPANY	95.5	16.4	67.6	548.8	81.5	16.1	67.1	204.6
HIRED SERVICE	3.9	1.5	6.3	0	1.7	0	0	6.8
PART-TIME	4.6	1.3	4.4	18.0	4.2	1.1	2.9	10.6
COMPANY	4.0	1.3	3.3	18.0	4.1	.8	2.9	10.6
HIRED SERVICE	.6	0	1.1	0	.1	.2	0	0
TOTAL	50	18	27	5	43	17	15	11
WEIGHTED RATIO OF TOTAL FULL-TIME DRIVERS TO TRACTORS	1.58	1.60	1.55	1.62	1.24	1.23	1.31	1.21

NOTE: UNWEIGHTED DATA, EXCEPT FOR DRIVERS/TRACTORS RATIO, WHICH IS WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 12A
PERCENTAGE OF INBOUND TRUCK LOADS DELIVERED BY

	ALL RETAIL COMPANIES	1982 RETAIL SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL	42	-	-	4	8	11	19
SUPPLIERS' PRIVATE CARRIER	8.9	-	-	20.1	20.1	12.3	7.2
COMMON CARRIER	35.3	-	-	61.3	36.9	52.2	31.2
CONTRACT CARRIER	14.2	-	-	5.0	11.6	13.0	14.8
INDEPENDENT TRUCKER	19.0	-	-	9.8	17.7	9.4	21.2
COMPANY TRUCKS/BACKHAUL	20.4	-	-	3.8	13.5	14.3	22.4

	ALL RETAIL COMPANIES	GEOGRAPHIC REGION OF RETAILER HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	42	3	7	7	3	8	4	1	7	2
SUPPLIERS' PRIVATE CARRIER	8.9	7.6	10.9	11.5	5.3	9.8	15.1		8.4	
COMMON CARRIER	35.3	19.4	39.0	32.0	48.9	59.1	24.3		15.9	
CONTRACT CARRIER	14.2	27.6	10.1	11.5	10.7	2.8	28.7		16.1	
INDEPENDENT TRUCKER	19.0	13.7	23.5	5.9	26.3	20.4	16.2		24.7	
COMPANY TRUCKS/BACKHAUL	20.4	34.7	16.5	7.7	8.8	7.9	15.8		34.6	

TABLE 12B
PERCENTAGE OF INBOUND TRUCK LOADS DELIVERED BY

	ALL WHOLESALE COMPANIES	1982 WHOLESALE SALES (MILLIONS OF DOLLARS) 30 OR LESS	31-100	101-250	251-500	OVER 500
TOTAL	40	1	9	14	4	12
SUPPLIERS' PRIVATE CARRIER	10.4		21.5	10.5	18.5	8.9
COMMON CARRIER	29.7		31.7	49.9	38.6	24.5
CONTRACT CARRIER	19.5		9.2	11.8	8.8	22.9
INDEPENDENT TRUCKER	16.1		25.4	14.7	11.4	16.4
COMPANY TRUCKS/BACKHAUL	24.7		12.1	13.3	22.6	27.9

	ALL WHOLESALE COMPANIES	GEOGRAPHIC REGION OF WHOLESALER HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	40	3	3	11	2	7	3	3	7	1
SUPPLIERS' PRIVATE CARRIER	10.4	10.2	1.3	15.2		10.9	6.9	3.3	10.9	
COMMON CARRIER	29.7	48.1	4.4	25.1		38.3	49.8	27.1	30.4	
CONTRACT CARRIER	19.5	1.8	57.9	4.7		11.8	18.9	4	9.6	
INDEPENDENT TRUCKER	16.1	22.5	3.0	14.7		18.6	7.4	36.7	14.1	
COMPANY TRUCKS/BACKHAUL	24.7	19.2	33.4	20.3		20.4	17.0	6.5	35.0	

NOTE: DATA WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 13
AVERAGE TOTAL AREA IN SQUARE FEET OF THE DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	219,420	120,240	360,000	136
RETAIL CENTERS	223,135	110,000	350,000	66
WHOLESALE CENTERS	200,000	122,756	360,000	70

TABLE 14
AVERAGE NUMBER OF EMPLOYEES IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	78	43	140	131
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	13	7	42	24
100,000-199,999	55	42	71	35
200,000-299,999	100	60	108	26
300,000-399,999	134	78	170	19
400,000 OR MORE	184	150	339	27

TABLE 15
AVERAGE NUMBER OF SUPERMARKETS SERVED PER DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	70	40	147	121
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	34	14	69	20
100,000-199,999	47	28	102	32
200,000-299,999	64	52	113	27
300,000-399,999	97	59	353	16
400,000 OR MORE	162	89	220	26

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 16
TYPE OF SELECTION METHOD IN DRY GROCERY DISTRIBUTION CENTER/SECTION

		SIZE OF DRY GROCERY DISTRIBUTION CENTER/SECTION			
	ALL CENTERS	LESS THAN 100,000	100,000 TO 199,999	200,000 TO 299,999	300,000 TO 399,999	400,000 OR MORE
ALL CENTERS	120	20	35	25	17	23
MANUAL SELECTION	87.5	95.0	94.3	88.0	82.4	73.9
SELECT TO CONVEYOR	10.8	5.0	5.7	12.0	17.6	17.4
AUTOMATED SELECTION	1.7	-	-	-	-	8.7

TABLE 17
AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	150,000	60,000	280,500	127
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	30,000	9,986	55,000	22
100,000-199,999	72,500	50,000	110,000	35
200,000-299,999	170,000	125,000	225,000	26
300,000-399,999	249,127	198,000	310,000	19
400,000 OR MORE	380,000	295,000	500,000	25

TABLE 18
AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	158	105	498	101
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	200	85	800	14
100,000-199,999	141	106	566	27
200,000-299,999	210	94	552	19
300,000-399,999	118	105	480	18
400,000 OR MORE	221	105	426	23

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 19
AVERAGE NUMBER OF CASES SHIPPED PER TOTAL LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	70	52	96	104
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	60	46	83	13
100,000-199,999	63	46	90	29
200,000-299,999	77	54	110	20
300,000-399,999	79	66	115	18
400,000 OR MORE	74	53	90	24

NOTE: UNWEIGHTED DATA

TABLE 20
AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	161	135	200	118
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	132	110	154	17
100,000-199,999	155	130	185	33
200,000-299,999	175	148	209	24
300,000-399,999	172	145	205	18
400,000 OR MORE	171	140	220	26

NOTE: UNWEIGHTED DATA

TABLE 21
AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	314	175	500	90
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	265	139	914	11
100,000-199,999	235	156	456	24
200,000-299,999	337	220	492	18
300,000-399,999	330	156	500	15
400,000 OR MORE	330	255	615	22

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 22
AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	137	70	225	125
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	33	15	73	22
100,000-199,999	80	60	125	33
200,000-299,999	154	125	194	26
300,000-399,999	230	150	250	18
400,000 OR MORE	288	215	460	26

TABLE 23
AVERAGE NUMBER OF INBOUND RAIL CARS PER WEEK -- DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	12.0	5.0	20.7	108
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	4.0	1.0	10.0	7
100,000-199,999	5.3	2.6	10.0	32
200,000-299,999	14.0	10.0	20.0	27
300,000-399,999	17.0	8.9	20.9	17
400,000 OR MORE	25.0	15.0	31.0	25

NOTE: UNWEIGHTED DATA

TABLE 24
AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	145.0	76.3	264.5	124
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	45.5	21.8	77.0	20
100,000-199,999	90.0	63.0	130.0	35
200,000-299,999	160.0	115.0	212.0	25
300,000-399,999	250.0	200.0	322.0	19
400,000 OR MORE	345.0	272.0	506.0	25

NOTE: UNWEIGHTED DATA
SOURCE: FOOD MARKETING INSTITUTE

TABLE 25A
AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION ALL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	5568	4300	6800	130
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	2250	950	4300	22
100,000-199,999	5600	4500	6800	35
200,000-299,999	5500	4522	6500	27
300,000-399,999	6098	5200	7800	19
400,000 OR MORE	6450	5300	7200	27

NOTE: UNWEIGHTED DATA

TABLE 25B
AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION WHOLESALE CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	6400	5200	7258	66
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	3800	1200	6000	10
100,000-199,999	6500	5200	7900	21
200,000-299,999	5975	5125	7000	8
300,000-399,999	6879	6124	8150	12
400,000 OR MORE	6450	5818	7200	15

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 25C
AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION RETAIL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	4700	3361	5900	64
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	1685	883	3575	12
100,000-199,999	4750	3000	5000	14
200,000-299,999	5029	4000	6410	19
300,000-399,999	4500	4300	5300	7
400,000 OR MORE	6058	4603	7786	12

NOTE: UNWEIGHTED DATA

TABLE 26
AVERAGE NUMBER OF INVENTORY TURNS IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	16	13	18	127
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	14	9	17	18
100,000-199,999	14	12	17	36
200,000-299,999	16	14	18	27
300,000-399,999	17	14	20	19
400,000 OR MORE	18	14	21	27

NOTE: UNWEIGHTED DATA

TABLE 27
CURRENT SCRATCH RATE IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	4.5	2.0	6.0	125
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	4.5	1.0	6.0	16
100,000-199,999	5.0	3.3	6.9	36
200,000-299,999	4.8	3.0	6.7	28
300,000-399,999	4.0	4.0	5.0	18
400,000 OR MORE	3.0	4	5.0	27

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 28A
AVERAGE WHOLESALE DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL WHOLESALE CENTERS	361	205	591	64
COMPANY SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS				1
31-100	178	130	550	10
101-250	300	228	425	17
OVER 250	450	257	696	36

NOTE UNWEIGHTED DATA

TABLE 28B
AVERAGE RETAIL DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	189	100	258	63
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	130	51	275	4
31-100	36	25	75	6
101-250	113	92	192	8
251-500	182	140	200	13
OVER 500	234	168	450	32

NOTE UNWEIGHTED DATA

TABLE 28C
AVERAGE RETAIL DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	189	100	258	63
MANUAL SELECTION	189	84	258	44
SELECT TO CONVEYOR	204	147	400	8
AUTOMATED SELECTION	-	-	-	-

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 29

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	135	65	70
SHIFTS PER DAY			
LESS THAN 1	-	-	-
ONE UP TO TWO	18.5	32.3	5.7
TWO UP TO THREE	53.3	38.5	67.1
THREE UP TO FOUR	27.4	29.2	25.7
FOUR OR MORE	.7	-	1.4
ALL CENTERS	135	65	70
DAYS OF OPERATION PER WEEK			
LESS THAN FIVE	.7	1.5	-
FIVE UP TO SIX	62.2	56.9	67.1
SIX UP TO SEVEN	24.4	27.7	21.4
SEVEN	12.6	13.8	11.4
ALL CENTERS	134	65	69
EMPLOYEES UNIONIZED			
YES	68.7	64.6	72.5
NO	31.3	35.4	27.5

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 30
AVERAGE TOTAL AREA IN SQUARE FEET OF THE FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	28,000	16,160	44,500	96
RETAIL CENTERS	28,450	17,140	43,000	42
WHOLESALE CENTERS	28,000	15,000	51,000	54

TABLE 31
AVERAGE NUMBER OF EMPLOYEES IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	14	7	26	93
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	3	2	6	8
10,000-19,999	7	4	11	23
20,000-39,999	15	10	27	35
40,000-79,999	22	15	34	16
80,000 OR MORE	34	24	56	11

NOTE: UNWEIGHTED DATA

TABLE 32
AVERAGE NUMBER OF SUPERMARKETS SERVED PER FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	82	52	169	89
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	35	16	75	7
10,000-19,999	61	30	125	23
20,000-39,999	105	62	186	34
40,000-79,999	67	43	117	16
80,000 OR MORE	220	154	481	9

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 33
TYPE OF SELECTION METHOD IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

		SIZE OF FROZEN FOOD DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	80	8	18	33	14	7
MANUAL SELECTION	88.7	100.0	94.4	93.9	85.7	42.9
SELECT TO CONVEYOR	11.2	-	5.6	6.1	14.3	57.1
AUTOMATED SELECTION	-	-	-	-	-	-

TABLE 34
AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	35,000	13,200	60,400	93
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	4,082	2,000	7,000	9
10,000-19,999	12,593	9,000	25,000	22
20,000-39,999	38,000	28,000	61,000	35
40,000-79,999	50,390	37,900	76,326	16
80,000 OR MORE	77,707	56,909	99,718	11

NOTE UNWEIGHTED DATA

TABLE 35
AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	140	95	350	69
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	80	58	134	7
10,000-19,999	265	90	1007	13
20,000-39,999	156	87	314	26
40,000-79,999	216	112	1000	13
80,000 OR MORE	128	100	187	10

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 36
AVERAGE NUMBER OF CASES SHIPPED PER TOTAL LABOR HOUR IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	70	59	95	72
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	75	65	83	6
10,000-19,999	71	49	150	16
20,000-39,999	66	57	105	26
40,000-79,999	70	60	89	13
80,000 OR MORE	80	70	92	11

NOTE UNWEIGHTED DATA

TABLE 37
AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	153	120	214	85
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	102	58	134	7
10,000-19,999	143	105	219	20
20,000-39,999	150	130	178	33
40,000-79,999	187	153	221	15
80,000 OR MORE	183	130	321	10

NOTE UNWEIGHTED DATA

TABLE 38
AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	297	182	500	63
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	91	50	117	5
10,000-19,999	241	123	347	15
20,000-39,999	302	200	500	22
40,000-79,999	315	214	650	13
80,000 OR MORE	400	303	641	8

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 39
AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	28	15	48	86
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	5	4	6	7
10,000-19,999	15	10	20	22
20,000-39,999	40	25	45	32
40,000-79,999	48	33	58	16
80,000 OR MORE	80	60	80	9

NOTE UNWEIGHTED DATA

TABLE 40
AVERAGE NUMBER OF INBOUND RAIL CARS PER WEEK -- FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	1.0	0.5	1.7	20
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	.5	.5	1.0	3
20,000-39,999	1.0	.3	1.7	4
40,000-79,999	1.0	.5	1.9	7
80,000 OR MORE	1.0	.5	1.0	5

NOTE UNWEIGHTED DATA

TABLE 41
AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	36.0	14.3	77.3	80
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	20.0	4.0	43.0	8
10,000-19,999	12.9	10.0	37.0	19
20,000-39,999	34.0	16.3	120.9	28
40,000-79,999	43.5	31.5	81.8	16
80,000 OR MORE	88.0	60.0	99.9	9

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 42A
AVERAGE NUMBER OF ITEMS AVAILABLE IN FROZEN FOOD DISTRIBUTION CENTER/SECTION ALL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	900	653	1074	93
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	400	212	590	9
10,000-19,999	835	650	974	22
20,000-39,999	900	750	1100	35
40,000-79,999	968	713	1575	16
80,000 OR MORE	1010	699	1871	11

NOTE UNWEIGHTED DATA

TABLE 42B
AVERAGE NUMBER OF ITEMS AVAILABLE IN FROZEN FOOD DISTRIBUTION CENTER/SECTION WHOLESALE CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	900	715	1100	52
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	450	390	590	6
10,000-19,999	900	759	974	13
20,000-39,999	934	883	1100	19
40,000-79,999	1800	1600	2000	5
80,000 OR MORE	1077	760	1871	9

NOTE UNWEIGHTED DATA

TABLE 42C
AVERAGE NUMBER OF ITEMS AVAILABLE IN FROZEN FOOD DISTRIBUTION CENTER/SECTION RETAIL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	775	628	950	41
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	212	30	730	3
10,000-19,999	750	628	850	9
20,000-39,999	852	643	1063	16
40,000-79,999	947	700	1100	11
80,000 OR MORE				2

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 43
AVERAGE NUMBER OF INVENTORY TURNS IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	17	14	22	91
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	15	12	35	7
10,000-19,999	15	10	17	22
20,000-39,999	19	15	25	35
40,000-79,999	20	14	25	16
80,000 OR MORE	17	14	26	11

NOTE UNWEIGHTED DATA

TABLE 44
CURRENT SCRATCH RATE IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	3.6	1.4	5.0	88
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	5.0	1.9	6.5	6
10,000-19,999	4.6	2.6	7.8	20
20,000-39,999	3.0	2.0	5.0	35
40,000-79,999	3.5	1.1	5.0	16
80,000 OR MORE	2.0	.3	5.0	11

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 45A
AVERAGE WHOLESALE FROZEN FOOD DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL WHOLESALE CENTERS	315	140	600	49
COMPANY SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS				1
31-100	139	80	140	5
101-250	250	120	600	15
OVER 250	378	230	875	28

NOTE: UNWEIGHTED DATA

TABLE 45B
AVERAGE RETAIL FROZEN FOOD DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	160	111	230	42
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	164	60	206	3
31-100	-	-	-	-
101-250	74	50	210	9
251-500	141	104	168	6
OVER 500	179	122	299	24

NOTE: UNWEIGHTED DATA

TABLE 45C
AVERAGE RETAIL FROZEN FOOD DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	160	111	230	42
MANUAL SELECTION	125	79	215	28
SELECT TO CONVEYOR	145	111	450	3
AUTOMATED SELECTION	-	-	-	-

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 46

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN FROZEN FOOD DISTRIBUTION CENTER/SECTION

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	93	42	51
SHIFTS PER DAY			
LESS THAN 1	-	-	-
ONE UP TO TWO	23.7	35.7	13.7
TWO UP TO THREE	59.1	52.4	64.7
THREE UP TO FOUR	17.2	11.9	21.6
FOUR OR MORE	-	-	-
ALL CENTERS	96	42	54
DAYS OF OPERATION PER WEEK			
LESS THAN FIVE	5.2	7.1	3.7
FIVE UP TO SIX	62.5	59.5	64.8
SIX UP TO SEVEN	24.0	28.6	20.4
SEVEN	8.3	4.8	11.1
ALL CENTERS	94	41	52
EMPLOYEES UNIONIZED			
YES	69.1	63.4	73.6
NO	30.9	36.6	26.4

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 47
GEOGRAPHIC REGION OF RETAILERS HEADQUARTERS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	223	56	167	73	63	45	13	16	13
NORTHEAST	10.8	10.7	10.8	11.0	9.5	15.6	7.7	6.3	7.7
MIDDLE ATLANTIC	8.1	8.9	7.8	5.5	9.5	8.9	-	18.8	7.7
EAST NORTH CENTRAL	29.6	30.4	29.3	30.1	30.2	31.1	23.1	37.5	15.4
WEST NORTH CENTRAL	8.1	10.7	7.2	12.3	4.8	2.2	7.7	12.5	15.4
SOUTHEAST	14.3	16.1	13.8	12.3	19.0	8.9	7.7	25.0	15.4
WEST SOUTH CENTRAL	9.9	8.9	10.2	11.0	6.3	13.3	15.4	-	15.4
MOUNTAIN	5.4	1.8	6.6	6.8	6.3	2.2	7.7	-	7.7
PACIFIC	12.6	12.5	12.6	11.0	9.5	17.8	30.8	-	15.4
CANADA	1.3	-	1.8		4.8				

NOTE UNWEIGHTED DATA

TABLE 48
AVERAGE PERCENTAGE OF OPERATIONS SUPPLIED BY OUTSIDE WHOLESALERS AND DIRECT VENDOR DELIVERIES

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	100	80	100	206
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	100	100	100	69
10 - 30 MILLION	100	100	100	58
31 - 100 MILLION	100	92	100	41
101 - 250 MILLION	100	33	100	11
251 - 500 MILLION	35	20	65	15
OVER 500 MILLION	24	18	53	12
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	100	75	100	23
MIDDLE ATLANTIC	100	85	100	17
EAST NORTH CENTRAL	100	60	100	61
WEST NORTH CENTRAL	100	100	100	17
SOUTHEAST	100	80	100	31
WEST SOUTH CENTRAL	100	94	100	22
MOUNTAIN	100	100	100	9
PACIFIC	100	75	100	23
CANADA	100	20	100	3
RETAIL AFFILIATION				
CHAIN	60	25	100	51
INDEPENDENT	100	100	100	155

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 49
NUMBER OF SUPERMARKETS COMPANY OPERATES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	223	24	18	66	18	32	22	12	28	3
1	30.0	25.0	38.9	28.8	33.3	31.3	40.9	33.3	21.4	-
2-10	44.8	50.0	33.3	45.5	33.3	40.6	36.4	58.3	53.6	100.0
11-49	16.1	20.8	16.7	16.7	16.7	18.8	13.6	-	17.9	-
50 AND OVER	9.0	4.2	11.1	9.1	16.7	9.4	9.1	8.3	7.1	-

NOTE UNWEIGHTED DATA

TABLE 50A
PERCENTAGE OF OPERATION SUPPLIED BY

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	206	23	17	61	17	31	22	9	23	3
OWN WAREHOUSE	52.4	50.6	47.1	61.7	38.8	64.8	60.7	39.6	47.8	23.0
VOLUNTARY WHOLESALER	6.7	3.4	17.0	8.7	19.0	1.9	7.1	5	4.2	0
COOPERATIVE WHOLESALER	6.7	6	8.0	3.6	3.8	11.1	3.4	13.8	6.4	0
UNAFFILIATED WHOLESALER	9.6	12.9	4.2	2.4	0	2.6	4.0	43.5	3.5	38.8
DIRECT VENDOR DELIVERIES	24.3	32.5	23.7	23.6	38.3	19.6	24.7	8	38.1	38.1

TABLE 50B
PERCENTAGE OF OPERATION SUPPLIED BY

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	206	51	155	69	58	41	11	15	12
OWN WAREHOUSE	52.4	58.5	5.4	8.4	6.4	10.8	26.6	61.0	63.1
VOLUNTARY WHOLESALER	6.7	5.1	19.3	24.3	24.2	20.4	15.2	9.5	9
COOPERATIVE WHOLESALER	6.7	3.9	28.4	27.5	24.8	22.5	22.2	1.7	2.6
UNAFFILIATED WHOLESALER	9.6	8.6	16.9	11.0	13.6	17.1	8.9	3	11.5
DIRECT VENDOR DELIVERIES	24.3	23.6	30.0	28.7	30.8	29.1	27.1	27.7	21.5

NOTE DATA WEIGHTED BY 1982 SALES

SOURCE FOOD MARKETING INSTITUTE

TABLE 51
RETAIL SALES IN 1982

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	223	24	18	66	18	32	22	12	28	3
UNDER 10 MILLION	32.7	33.3	22.2	33.3	50.0	28.1	36.4	41.7	28.6	-
10 - 30 MILLION	28.3	25.0	33.3	28.8	16.7	37.5	18.2	33.3	21.4	100.0
31 - 100 MILLION	20.2	29.2	22.2	21.2	5.6	12.5	27.3	8.3	28.6	-
101 - 250 MILLION	5.8	4.2	-	4.5	5.6	3.1	9.1	8.3	14.3	-
251 - 500 MILLION	7.2	4.2	16.7	9.1	11.1	12.5	-	-	-	-
OVER 500 MILLION	5.8	4.2	5.6	3.0	11.1	6.3	9.1	8.3	7.1	-

NOTE UNWEIGHTED DATA

TABLE 52
AVERAGE PERCENT CHANGE IN RETAIL SALES 1981 VS. 1982

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	8.7	3.7	15.6	213
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	5.3	.6	9.0	67
10 - 30 MILLION	10.0	3.2	24.0	60
31 - 100 MILLION	11.0	5.0	18.2	45
101 - 250 MILLION	12.2	9.2	25.0	13
251 - 500 MILLION	9.7	4.9	20.0	15
OVER 500 MILLION	13.1	8.9	14.9	13
REGION - CHAIN STORES				
NORTHEAST	6.7	4.0	9.1	6
MIDDLE ATLANTIC	13.0	8.4	17.5	5
EAST NORTH CENTRAL	8.2	2.8	9.8	17
WEST NORTH CENTRAL	10.1	9.1	15.2	5
SOUTHEAST	13.5	11.0	20.0	9
WEST SOUTH CENTRAL	19.9	18.2	21.0	5
MOUNTAIN				1
PACIFIC	9.3	7.1	13.3	7
CANADA	-	-	-	-
REGION - INDEPENDENT STORES				
NORTHEAST	7.7	.0	12.5	17
MIDDLE ATLANTIC	9.0	3.4	20.5	13
EAST NORTH CENTRAL	5.3	.4	12.2	47
WEST NORTH CENTRAL	5.0	-.1	6.6	12
SOUTHEAST	9.2	7.1	19.9	20
WEST SOUTH CENTRAL	8.1	.6	13.5	17
MOUNTAIN	14.3	10.2	21.2	10
PACIFIC	9.4	.0	12.7	19
CANADA	27.8	13.0	87.5	3

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 53

AVERAGE PERCENT CHANGE IN RETAIL SALES IDENTICAL STORES 1981 VS. 1982

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	7.7	3.2	12.3	185
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	4.3	0	8.1	58
10 - 30 MILLION	10.5	2.7	15.6	49
31 - 100 MILLION	10.5	4.2	14.0	40
101 - 250 MILLION	7.6	5.5	12.2	13
251 - 500 MILLION	9.3	4.0	15.6	14
OVER 500 MILLION	6.9	5.3	11.2	11
REGION - CHAIN STORES				
NORTHEAST	7.7	4.2	9.4	6
MIDDLE ATLANTIC	11.0	7.2	15.5	4
EAST NORTH CENTRAL	3.7	.9	8.7	16
WEST NORTH CENTRAL	9.1	5.5	10.8	5
SOUTHEAST	12.9	9.1	19.7	8
WEST SOUTH CENTRAL	11.7	8.2	12.2	5
MOUNTAIN				1
PACIFIC	6.1	5.0	7.6	7
CANADA	-	-	-	-
REGION - INDEPENDENT STORES				
NORTHEAST	4.2	1.7	11.1	17
MIDDLE ATLANTIC	9.0	3.4	16.7	11
EAST NORTH CENTRAL	4.2	.3	12.0	39
WEST NORTH CENTRAL	4.1	-8.5	14.5	8
SOUTHEAST	9.2	6.3	15.2	18
WEST SOUTH CENTRAL	7.1	0	14.3	15
MOUNTAIN	10.2	7.7	13.3	7
PACIFIC	10.0	2.7	25.0	15
CANADA	25.0	17.8	27.3	3

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 54
AVERAGE WEEKLY SALES PER SUPERMARKET IN 1982

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	180,500	120,000	198,400	3566
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	72,828	56,000	92,903	91
10 - 30 MILLION	85,000	63,025	125,000	214
31 - 100 MILLION	120,192	80,246	140,500	411
101 - 250 MILLION	161,036	146,581	196,574	212
251 - 500 MILLION	111,854	106,000	187,500	859
OVER 500 MILLION	184,202	180,500	224,137	1779
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	127,821	126,200	145,000	210
MIDDLE ATLANTIC	124,000	65,000	135,000	287
EAST NORTH CENTRAL	125,837	107,530	192,976	771
WEST NORTH CENTRAL	148,959	146,581	155,000	341
SOUTHEAST	184,202	106,000	198,400	726
WEST SOUTH CENTRAL	195,331	161,036	195,331	319
MOUNTAIN	179,950	178,752	182,211	443
PACIFIC	224,137	150,000	266,926	459
CANADA	98,101	60,000	147,500	10
RETAIL AFFILIATION				
CHAIN	180,500	125,837	204,368	3089
INDEPENDENT	105,527	70,512	150,000	477

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 55
TRENDS IN SALES DISTRIBUTION

	PERCENT OF STORE SALES IN		
	Grocery	Meat	Produce
1975	68.3%	21.3%	6.8%
1976	67.9	21.0	7.0
1977	68.0	20.2	7.0
1978	66.9	20.6	7.1
1979	70.5	22.1	6.9
1980	71.0	21.5	7.2
1981	70.9	21.3	7.6
1982	71.8	20.7	7.4

Source: Operations Review 1975-1982

TABLE 58
INVENTORY SHORTAGE AS A PERCENT OF 1982 SALES

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	0.50	0.31	0.70	152
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	1.00	.50	1.50	51
10 - 30 MILLION	.81	.50	1.25	43
31 - 100 MILLION	.75	.40	1.37	28
101 - 250 MILLION	.75	.50	1.50	7
251 - 500 MILLION	.40	.19	.61	12
OVER 500 MILLION	.50	.42	.55	11
REGION - CHAIN STORES				
NORTHEAST	.80	.75	.90	4
MIDDLE ATLANTIC	.30	.24	.40	5
EAST NORTH CENTRAL	.43	.29	.61	10
WEST NORTH CENTRAL	.50	.42	.50	4
SOUTHEAST	.70	.70	.70	6
WEST SOUTH CENTRAL	.42	.42	.42	3
MOUNTAIN				1
PACIFIC	.29	.29	.55	5
CANADA				
REGION - INDEPENDENT STORES				
NORTHEAST	.40	.20	1.50	15
MIDDLE ATLANTIC	1.37	.80	1.37	9
EAST NORTH CENTRAL	.60	.50	1.50	32
WEST NORTH CENTRAL	1.00	.75	1.00	8
SOUTHEAST	.81	.70	1.50	19
WEST SOUTH CENTRAL	1.16	.65	1.18	8
MOUNTAIN	1.50	1.50	1.50	6
PACIFIC	1.60	.75	2.00	16
CANADA				1

NOTE DATA WEIGHTED BY 1982 SALES

SOURCE FOOD MARKETING INSTITUTE

TABLE S7A

PROFILE BY STORE TYPE
-- NUMBER OF STORES RESPONDING TO EACH ITEM

	CONVENTIONAL STORES	SUPER STORES	COMBINATION STORES	WAREHOUSE STORES
AVERAGE WEEKLY SALES	2241	481	230	124
AVERAGE WEEKLY SALES/CHECKOUT	2016	462	168	124
AVERAGE SALE/ CUSTOMER TRANSACTION	2223	476	203	122
SALES/LABOR HOUR	1945	434	207	120
AVERAGE WEEKLY SALES/SQUARE FOOT OF SELLING AREA	2095	473	216	118
AVERAGE TOTAL SIZE/SQUARE FEET	2201	483	230	122
AVERAGE RETAIL PRICE/ITEM	1198	337	132	74
AVERAGE NUMBER OF ITEMS CARRIED	1700	381	134	117

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE S7B

PROFILE BY STORE TYPE
-- MEDIANS

	CONVENTIONAL STORES	SUPER STORES	COMBINATION STORES	WAREHOUSE STORES
AVERAGE WEEKLY SALES	130,000	204,368	306,400	190,000
AVERAGE WEEKLY SALES/CHECKOUT	18,261	23,383	25,500	22,400
AVERAGE SALE/ CUSTOMER TRANSACTION	13.00	15.88	15.31	23.28
SALES/LABOR HOUR	88.50	95.20	81.11	129.59
AVERAGE WEEKLY SALES/SQUARE FOOT OF SELLING AREA	7.82	9.06	8.51	6.24
AVERAGE TOTAL SIZE/SQUARE FEET	22,023	34,867	46,574	25,000
AVERAGE RETAIL PRICE/ITEM	1.25	1.25	1.50	1.07
AVERAGE NUMBER OF ITEMS CARRIED	11,000	14,000	23,000	8,500

NOTE DATA WEIGHTED BY NUMBER OF STORES

SOURCE FOOD MARKETING INSTITUTE

TABLE 56

AVERAGE WEEKLY SALES PER SQUARE FOOT OF SELLING AREA

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	7.90	6.33	9.17	3386
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	7.03	5.93	9.08	76
10 - 30 MILLION	7.05	6.00	10.57	172
31 - 100 MILLION	6.84	5.65	9.16	386
101 - 250 MILLION	7.66	6.23	11.60	156
251 - 500 MILLION	7.30	6.27	9.78	817
OVER 500 MILLION	8.58	7.90	9.17	1779
REGION - CHAIN STORES				
NORTHEAST	10.46	7.00	14.70	168
MIDDLE ATLANTIC	9.48	3.80	9.48	233
EAST NORTH CENTRAL	7.84	6.27	9.16	627
WEST NORTH CENTRAL	8.80	6.80	8.80	306
SOUTHEAST	5.94	5.94	7.61	622
WEST SOUTH CENTRAL	8.58	8.58	8.58	265
MOUNTAIN	7.92	7.85	7.96	414
PACIFIC	12.13	9.17	12.13	330
CANADA	-	-	-	-
REGION - INDEPENDENT STORES				
NORTHEAST	14.95	8.17	54.80	39
MIDDLE ATLANTIC	10.50	5.40	13.00	23
EAST NORTH CENTRAL	7.82	6.70	9.80	117
WEST NORTH CENTRAL	6.46	6.28	8.78	18
SOUTHEAST	5.39	4.77	6.13	59
WEST SOUTH CENTRAL	7.00	5.52	11.51	54
MOUNTAIN	8.24	6.84	16.00	25
PACIFIC	9.86	6.00	11.00	76
CANADA	35.19	7.37	63.00	10

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 59
AVERAGE SALE PER CUSTOMER TRANSACTION

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	14.33	13.00	15.58	3577
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	12.00	9.50	14.15	85
10 - 30 MILLION	12.18	10.18	14.03	213
31 - 100 MILLION	13.00	11.21	16.00	429
101 - 250 MILLION	15.44	14.50	17.15	212
251 - 500 MILLION	14.64	13.06	16.64	859
OVER 500 MILLION	14.72	13.44	15.48	1779
REGION - CHAIN STORES				
NORTHEAST	15.58	15.33	16.46	168
MIDDLE ATLANTIC	14.72	10.50	14.72	253
EAST NORTH CENTRAL	14.87	13.06	19.03	640
WEST NORTH CENTRAL	13.77	12.48	15.81	319
SOUTHEAST	15.48	15.48	17.80	644
WEST SOUTH CENTRAL	12.44	12.44	14.06	265
MOUNTAIN	13.44	13.36	13.50	414
PACIFIC	14.50	14.14	15.35	386
CANADA				
REGION - INDEPENDENT STORES				
NORTHEAST	14.03	12.40	16.83	52
MIDDLE ATLANTIC	17.00	13.75	18.40	34
EAST NORTH CENTRAL	12.41	10.23	16.00	139
WEST NORTH CENTRAL	10.00	7.28	12.88	22
SOUTHEAST	12.18	10.53	14.00	73
WEST SOUTH CENTRAL	12.14	11.00	14.00	53
MOUNTAIN	16.00	11.00	17.15	25
PACIFIC	13.00	11.84	16.39	80
CANADA	46.84	16.38	65.00	10

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 60
AVERAGE WEEKLY SALES PER CHECKOUT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	21,450	16,551	23,595	3220
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	15,000	12,000	18,160	83
10 - 30 MILLION	13,992	12,000	17,850	208
31 - 100 MILLION	16,600	13,600	19,000	387
101 - 250 MILLION	21,794	16,040	23,779	145
251 - 500 MILLION	18,700	13,250	21,290	765
OVER 500 MILLION	23,595	22,767	25,551	1632
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	17,500	15,200	28,100	141
MIDDLE ATLANTIC	13,800	12,600	18,700	194
EAST NORTH CENTRAL	19,419	18,160	22,414	734
WEST NORTH CENTRAL	16,551	13,326	20,000	339
SOUTHEAST	23,025	13,535	23,438	697
WEST SOUTH CENTRAL	21,465	16,600	21,482	263
MOUNTAIN	23,595	23,582	23,662	441
PACIFIC	25,551	21,500	33,366	401
CANADA	15,080	12,000	20,100	10
RETAIL AFFILIATION				
CHAIN	22,767	18,300	23,595	2768
INDEPENDENT	16,129	12,981	18,576	452

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 61

AVERAGE SALES PER LABOR HOUR FOR STORE EMPLOYEES

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	90.00	78.53	98.50	3252
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	75.20	63.00	89.90	69
10 - 30 MILLION	76.16	66.83	96.79	202
31 - 100 MILLION	83.00	77.00	95.00	410
101 - 250 MILLION	91.00	86.87	102.24	139
251 - 500 MILLION	88.50	78.00	95.54	767
OVER 500 MILLION	90.18	78.53	98.50	1605
REGION - CHAIN STORES				
NORTHEAST	91.50	91.00	91.50	85
MIDDLE ATLANTIC	91.13	88.50	99.89	233
EAST NORTH CENTRAL	95.22	88.77	98.50	640
WEST NORTH CENTRAL	85.92	83.39	100.00	319
SOUTHEAST	72.04	72.04	84.01	644
WEST SOUTH CENTRAL	78.53	73.53	78.53	265
MOUNTAIN	90.18	89.52	90.98	414
PACIFIC	109.92	109.50	125.35	199
CANADA				
REGION - INDEPENDENT STORES				
NORTHEAST	83.00	77.33	98.00	50
MIDDLE ATLANTIC	88.70	81.41	103.00	32
EAST NORTH CENTRAL	78.27	70.00	90.00	133
WEST NORTH CENTRAL	70.00	60.81	100.00	18
SOUTHEAST	68.50	64.05	79.00	69
WEST SOUTH CENTRAL	80.00	75.60	89.22	44
MOUNTAIN	86.00	79.00	101.03	27
PACIFIC	108.17	95.00	115.00	70
CANADA	115.00	80.00	115.00	10

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 62

SALES PER LABOR HOUR AND HOURLY WAGE RATES

(Current & Historical)

	GENERAL DEPT		GROCERY		MEAT		PRODUCE	
	Sales/ Labor Hr	Avg Hrly Wage Rate	Sales/ Labor Hr	Avg Hrly Wage Rate	Sales/ Labor Hr	Avg Hrly Wage Rate	Sales/ Labor Hr	Avg Hrly Wage Rate
1975	$125.17	$3.95	$131.35	$4.42	$70.62	$5.45	$49.85	$4.58
1976	124.90	4.23	147.68	4.20	69.93	5.53	53.59	4.54
1977	145.61	4.41	151.91	5.06	77.47	6.32	57.64	5.22
1978	153.51	5.03	163.17	5.48	86.58	6.91	62.97	6.00
1979	173.92	5.19	151.36	6.26	89.93	7.93	67.80	6.75
1980	179.13	5.59	154.39	6.69	91.58	8.13	71.90	6.91
1981	205.38	6.22	174.97	7.53	97.36	9.81	77.12	8.07
1982	204.86	6.31	184.82	7.63	92.72	9.33	75.58	8.00

Source: Operations Review 1975-1982

TABLE 63A

STORE-LEVEL PRODUCTIVITY MEASURES PERCENT USING EACH MEASURE

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	203	22	17	62	16	28	19	12	24	3
SHELF STOCKING PRODUCTIVITY MEASURES										
CASES PER HOUR	72.4	81.8	94.1	72.6	62.5	64.3	63.2	75.0	70.8	66.7
COST PER CASE	6.9	13.6	11.8	3.2	6.3	14.3	-	8.3	4.2	-
CUBIC FOOT PER HOUR	.5	-	-	1.6	-	-	-	-	-	-
OTHER	7.9	13.6	-	3.2	6.3	25.0	10.5	8.3	-	-
TOTAL	203	23	17	61	16	27	19	12	25	3
FRONT-END PRODUCTIVITY MEASURES										
ITEMS PER MINUTE	68.5	69.6	88.2	67.2	68.8	66.7	52.6	50.0	84.0	33.3
TIME PER TRANSACTION	23.6	30.4	23.5	26.2	12.5	11.1	26.3	25.0	32.0	-
OTHER	20.2	13.0	11.8	19.7	12.5	22.2	31.6	33.3	20.0	33.3
TOTAL	205	23	17	62	17	27	19	12	25	3
GENERAL STORE PRODUCTIVITY MEASURES										
SALES PER LABOR HOUR	88.8	95.7	82.4	93.5	100.0	85.2	84.2	83.3	76.0	100.0
SALES PER SQUARE FOOT	30.2	39.1	35.3	33.9	29.4	25.9	36.8	25.0	12.0	33.3
SALES PER CUBIC FOOT	-	-	-	-	-	-	-	-	-	-
SALES PER LINEAR FOOT	2.0	8.7	-	1.6	5.9	-	-	-	-	-
OTHER	14.7	8.7	35.3	8.2	5.9	14.8	26.3	8.3	24.0	-

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 63B

STORE-LEVEL PRODUCTIVITY MEASURES PERCENT USING EACH MEASURE

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	203	52	151	64	59	40	12	16	12
SHELF STOCKING PRODUCTIVITY MEASURES									
CASES PER HOUR	72.4	84.6	68.2	60.9	72.9	80.0	75.0	87.5	83.3
COST PER CASE	6.9	9.6	6.0	4.7	3.4	7.5	8.3	18.8	16.7
CUBIC FOOT PER HOUR	.5	1.9	-	-	-	-	-	6.3	-
OTHER	7.9	5.8	8.6	7.8	10.2	5.0	-	-	25.0
TOTAL	203	52	151	64	58	41	12	16	12
FRONT-END PRODUCTIVITY MEASURES									
ITEMS PER MINUTE	68.5	86.5	62.3	60.9	58.6	80.5	83.3	75.0	91.7
TIME PER TRANSACTION	23.6	28.8	21.9	15.6	25.9	29.3	16.7	37.5	25.0
OTHER	20.2	17.3	21.2	15.6	22.4	26.8	16.7	18.8	16.7
TOTAL	205	53	152	64	59	41	13	16	12
GENERAL STORE PRODUCTIVITY MEASURES									
SALES PER LABOR HOUR	88.8	83.0	90.8	90.6	91.5	90.2	92.3	75.0	75.0
SALES PER SQUARE FOOT	30.2	35.8	28.3	32.8	28.8	19.5	15.4	43.8	58.3
SALES PER CUBIC FOOT	-	-	-	-	-	-	-	-	-
SALES PER LINEAR FOOT	2.0	-	2.6	3.1	3.4	-	-	-	-
OTHER	14.7	28.3	9.9	6.3	3.4	25.0	15.4	37.5	50.0

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 64

STORE DEVELOPMENT

	All Stores
	Total
	7,636
New Supermarkets Built	4.5%
Supermarkets that Underwent Remodeling	7.7%
Supermarkets Closed	5.8%

Source: Facts about Store Development, 1982

TABLE 65

TOTAL SIZE OF TYPICAL SUPERMARKET

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	29,000	20,000	32,000	3558
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	15,000	10,800	18,000	86
10 - 30 MILLION	16,000	13,500	20,000	219
31 - 100 MILLION	20,000	15,000	25,000	423
101 - 250 MILLION	30,400	25,000	34,000	212
251 - 500 MILLION	23,468	19,473	28,000	839
OVER 500 MILLION	31,000	30,797	36,000	1779
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	30,000	18,000	31,000	214
MIDDLE ATLANTIC	17,500	17,000	20,000	267
EAST NORTH CENTRAL	26,215	20,325	30,797	779
WEST NORTH CENTRAL	25,000	25,000	30,400	340
SOUTHEAST	36,000	20,000	36,000	725
WEST SOUTH CENTRAL	29,000	28,000	29,000	324
MOUNTAIN	31,000	30,725	31,250	441
PACIFIC	32,000	29,000	34,067	458
CANADA	14,750	9,500	20,000	10
RETAIL AFFILIATION				
CHAIN	30,400	24,000	32,000	3069
INDEPENDENT	18,500	14,000	25,000	489

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 66A

AVERAGE NUMBER OF ITEMS CARRIED BY A TYPICAL SUPERMARKET

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	2878	182	255	713	298	646	98	427	249	10
NUMBER OF ITEMS	13,067	11,456	9,952	12,046	14,273	15,693	14,122	11,196	15,195	6,950

TABLE 66B

AVERAGE NUMBER OF ITEMS CARRIED BY A TYPICAL SUPERMARKET

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	2878	2504	374	57	158	338	148	780	1397
NUMBER OF ITEMS	13,067	13,054	13,149	10,225	11,067	13,441	15,828	11,597	13,846

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 67A

AVERAGE PRICE OF EACH ITEM CARRIED BY A TYPICAL SUPERMARKET

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	2303	174	144	464	202	586	114	425	190	3
PRICE OF ITEMS	$ .25	$ .12	$ .17	$ .23	$ .17	$ .21	$ .27	$ .34	$ .48	.98

TABLE 67B

AVERAGE PRICE OF EACH ITEM CARRIED BY A TYPICAL SUPERMARKET

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	2303	2044	259	33	111	211	72	514	1362
PRICE OF ITEMS	$ .25	$ .25	$ .30	$ .38	$ .22	$ .28	$ .64	$ .19	$ .25

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 68A
CREDIT CARDS

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3563	220	287	758	340	720	318	443	470	7
ACCEPT CREDIT CARDS FOR GROCERY ITEMS	6.6	5.0	.0	7.7	4.7	.7	.3	.7	30.2	.0
TOTAL	3545	205	287	757	340	720	317	443	469	7
ACCEPT CREDIT CARDS FOR PHARMACEUTICAL ITEMS AND/OR NON-FOODS	18.9	5.9	.3	10.6	13.8	13.3	24.6	26.6	51.0	.0

TABLE 68B
CREDIT CARDS

	ALL STORES	RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
		CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3563	3078	485	85	211	417	212	859	1779
ACCEPT CREDIT CARDS FOR GROCERY ITEMS	6.6	7.2	3.1	8.2	3.8	5.5	5.2	2.2	9.4
TOTAL	3545	3063	482	82	211	402	212	859	1779
ACCEPT CREDIT CARDS FOR PHARMACEUTICAL ITEMS AND/OR NON-FOODS	18.9	20.2	10.6	9.8	6.6	9.2	40.1	7.2	26.1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 69
PERCENTAGE OF SALES ACCOUNTED FOR BY GENERAL MERCHANDISE

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	6.21	3.00	9.00	108
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	2.00	1.29	3.00	34
10 - 30 MILLION	2.00	1.30	3.00	30
31 - 100 MILLION	2.30	1.75	3.00	21
101 - 250 MILLION	7.00	2.00	7.00	4
251 - 500 MILLION	3.00	2.80	6.00	11
OVER 500 MILLION	7.89	5.00	9.25	8
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	2.50	1.75	2.50	15
MIDDLE ATLANTIC	3.00	2.00	3.00	11
EAST NORTH CENTRAL	3.00	2.73	5.50	36
WEST NORTH CENTRAL	4.20	4.18	7.50	6
SOUTHEAST	5.00	3.00	5.00	14
WEST SOUTH CENTRAL	6.20	6.16	6.25	12
MOUNTAIN	9.25	9.14	9.31	5
PACIFIC	7.89	7.89	8.98	9
CANADA	-	-	-	-
RETAIL AFFILIATION				
CHAIN	6.21	3.96	9.00	31
INDEPENDENT	2.50	1.78	4.80	77

NOTE: DATA WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 70

PERCENTAGE OF SALES ACCOUNTED FOR BY HABA

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	5.00	3.00	7.50	108
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	2.50	2.00	3.00	35
10 - 30 MILLION	2.50	2.00	3.50	31
31 - 100 MILLION	2.91	2.00	3.70	20
101 - 250 MILLION	5.00	2.86	2.00	5
251 - 500 MILLION	2.71	2.50	4.20	10
OVER 500 MILLION	7.50	4.20	8.00	7
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	2.80	2.10	2.80	16
MIDDLE ATLANTIC	4.00	3.98	4.03	11
EAST NORTH CENTRAL	2.50	2.00	4.04	16
WEST NORTH CENTRAL	3.90	3.90	4.20	6
SOUTHEAST	8.00	2.71	8.05	14
WEST SOUTH CENTRAL	8.23	8.15	8.30	12
MOUNTAIN	7.50	7.45	7.55	5
PACIFIC	4.20	4.18	4.23	8
CANADA				
RETAIL AFFILIATION				
CHAIN	5.00	3.20	7.50	29
INDEPENDENT	2.91	2.10	4.30	79

NOTE: DATA WEIGHTED BY 1982 SALES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 71A

SPECIALTY DEPARTMENTS AND SERVICES OFFERED BY SUPERMARKETS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3611	220	287	779	341	726	324	448	476	10
BEER	77.8	55.0	65.2	86.0	85.0	61.4	71.0	91.1	96.2	0
WINE	62.1	45.9	9.8	73.9	19.6	60.9	60.5	83.5	96.6	0
DELI WITH CARRY OUT	54.6	57.1	54.4	68.8	46.6	68.7	74.5	51.3	28.4	30.0
COURTESY BOOTH	52.8	73.2	61.7	52.1	62.8	44.2	82.1	29.2	48.1	20.0
SCRATCH AND/OR BAKE-OFF BAKERY	46.6	63.6	34.1	41.8	46.3	43.0	48.5	70.5	36.1	30.0
FLORAL/PLANT SHOP	40.9	46.4	8.4	37.6	24.0	20.7	39.5	95.1	56.9	10.0
READING CENTER	38.9	6.8	2.1	26.2	61.6	72.0	21.6	29.2	50.4	40.0
FRESH SEAFOOD	37.5	84.5	51.9	27.0	19.1	27.5	20.7	31.9	69.7	10.0
PHOTOGRAPHIC SERVICE CENTER	34.8	2.7	26.5	37.5	39.3	17.1	47.2	27.5	72.7	10.0
COSMETIC CENTER	23.5	2.7	6.3	19.6	10.9	14.7	41.0	30.4	54.4	.0
SERVICE MEAT	22.6	5.9	22.3	13.5	17.0	47.2	15.7	30.1	8.8	50.0
LIQUOR	19.4	2.7	1.4	7.2	18.8	1	4.9	45.5	73.5	0
PHARMACY	12.7	.5	3.1	10.0	10.0	12.9	21.9	27.0	10.9	0
CATERING	10.5	5.9	11.5	16.2	24.9	4.3	6	1.8	16.6	10.0
LUNCH COUNTER/ SNACK BAR	10.0	5.9	5.2	1.8	2.6	4.7	31.2	19.2	18.3	30.0
RESTAURANT	2.8	3.6	.7	1.4	6.2	1.2	11.7	1.3	1.1	0

NOTE DATA WEIGHTED BY NUMBER OF STORES

SOURCE FOOD MARKETING INSTITUTE

TABLE 71B

SPECIALTY DEPARTMENTS AND SERVICES OFFERED BY SUPERMARKETS

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3611	3089	522	42	227	442	212	855	47.9
BEER	77.8	80.3	63.2	64.1	54.6	71.0	65.6	67.4	89.7
WINE	62.1	64.3	49.0	44.6	44.1	58.8	62.7	39.3	77.5
DELI WITH CARRY OUT	54.6	55.7	48.1	51.1	42.1	48.9	38.2	48.4	62.8
COURTESY BOOTH	52.8	52.4	55.4	50.0	39.6	52.3	50.9	39.1	61.6
SCRATCH AND/OR BAKE-OFF BAKERY	46.6	47.1	43.5	39.1	37.9	35.3	37.3	37.6	56.3
FLORAL/PLANT SHOP	40.9	43.2	27.4	21.7	27.3	20.4	56.1	28.4	53.0
READING CENTER	38.9	40.5	29.1	38.0	29.5	16.1	34.4	27.5	51.9
FRESH SEAFOOD	37.5	36.6	42.5	40.2	32.2	42.8	46.2	41.1	33.9
PHOTOGRAPHIC SERVICE CENTER	34.8	35.5	30.5	20.7	21.6	18.8	57.5	27.5	41.9
COSMETIC CENTER	23.5	24.1	20.3	18.5	12.8	12.7	30.2	12.1	32.5
SERVICE MEAT	22.6	22.0	26.2	26.1	27.8	25.6	12.7	14.1	26.3
LIQUOR	19.4	20.2	14.8	7.6	14.5	7.0	13.7	5.2	31.3
PHARMACY	12.7	13.7	6.9	0	1.8	3.8	26.9	7.9	17.7
CATERING	10.5	10.1	12.5	16.3	18.5	4.5	0	5.6	14.2
LUNCH COUNTER/ SNACK BAR	10.0	10.0	10.0	8.7	12.3	3.8	3.3	5.1	14.5
RESTAURANT	2.8	2.6	4.0	2.3	5.3	1.6	3.8	0	3.9

NOTE DATA WEIGHTED BY NUMBER OF STORES

SOURCE FOOD MARKETING INSTITUTE

TABLE 72A
PERCENTAGE OF TOTAL STORES CURRENTLY USING PROMOTIONAL TECHNIQUES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3595	220	286	778	341	722	322	443	476	7
TRADING STAMPS	15.6	4.1	2.1	10.8	17.0	52.8	2.5	.0	3.4	.0
GAMES	10.2	5	.3	8.6	39.3	1.9	3.7	.0	28.6	.0
CONTINUITY PROGRAMS	59.6	60.0	46.2	51.2	61.6	51.1	71.4	73.8	72.7	.0
IN-STORE COUPONS	64.2	37.3	36.7	55.9	80.6	62.7	30.7	98.2	88.9	.0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 72B
PERCENTAGE OF TOTAL STORES CURRENTLY USING PROMOTIONAL TECHNIQUES

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3595	3089	506	89	215	441	212	859	1779
TRADING STAMPS	15.6	16.7	8.9	11.2	11.2	13.6	6.1	12.9	19.3
GAMES	10.2	9.6	13.2	16.9	24.2	4.1	0	4.9	13.4
CONTINUITY PROGRAMS	59.6	60.6	53.8	57.3	52.1	39.9	17.5	48.8	75.8
IN-STORE COUPONS	64.2	63.6	67.4	60.7	68.4	70.5	63.2	46.3	71.0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 73

AVERAGE SUPERMARKET ADVERTISING COSTS AS A PERCENT OF SALES

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	1.0	0.7	1.1	199
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	1.3	1.0	1.5	66
10 - 30 MILLION	1.0	.6	1.3	58
31 - 100 MILLION	1.0	.9	1.4	38
101 - 250 MILLION	.7	.5	1.1	11
251 - 500 MILLION	1.0	.7	1.2	14
OVER 500 MILLION	1.0	.9	1.1	12
REGION - CHAIN STORES				
NORTHEAST	1.0	1.0	1.0	3
MIDDLE ATLANTIC	.9	.7	.9	5
EAST NORTH CENTRAL	1.1	.8	1.2	14
WEST NORTH CENTRAL	1.0	.9	1.9	6
SOUTHEAST	1.0	.7	1.0	8
WEST SOUTH CENTRAL	1.0	1.0	1.0	5
MOUNTAIN				1
PACIFIC	.7	.7	1.0	6
CANADA				
REGION - INDEPENDENT STORES				
NORTHEAST	1.1	.7	1.3	17
MIDDLE ATLANTIC	2.0	1.0	2.0	12
EAST NORTH CENTRAL	1.1	.8	1.2	47
WEST NORTH CENTRAL	1.5	1.1	1.6	10
SOUTHEAST	1.0	.6	1.5	21
WEST SOUTH CENTRAL	1.0	.4	1.2	14
MOUNTAIN	.5	.4	.5	10
PACIFIC	.8	.7	1.0	18
CANADA				2

NOTE DATA WEIGHTED BY 1982 SALES

SOURCE FOOD MARKETING INSTITUTE

TABLE 74A
PERCENTAGE OF ADVERTISING DOLLARS SPENT ON FOLLOWING METHODS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	163	19	13	52	13	23	16	8	18	1
NEWSPAPER	57.2	72.6	52.4	50.2	69.4	59.4	56.6	60.9	47.1	80.0
RADIO	7.7	5.2	5.6	8.2	8.6	8.8	7.6	4.1	10.6	4.0
TELEVISION	13.2	10.5	8.0	8.8	8.8	19.5	14.0	4.7	20.8	.0
MAILER/FLYER	13.7	11.0	13.5	30.1	7.9	10.5	9.8	16.0	8.6	16.0
IN-STORE COUPONS	2.6	.1	13.6	.4	1.2	.1	0	4.9	4.6	.0
BILLBOARDS	.2	.5	.5	.2	.3	0	.5	0	.6	.0
OTHER	5.5	0	6.4	3.2	3.9	1.7	9.6	9.3	7.8	0

NOTE DATA WEIGHTED BY ADVERTISING DOLLARS

TABLE 74B
PERCENTAGE OF ADVERTISING DOLLARS SPENT ON FOLLOWING METHODS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	163	34	129	59	47	32	6	11	8
NEWSPAPER	57.2	56.5	62.0	51.5	64.1	64.5	63.5	53.0	56.6
RADIO	7.7	8.0	5.7	8.2	6.2	5.5	5.8	7.7	8.2
TELEVISION	13.2	14.8	3.1	2.1	.8	2.9	16.0	16.2	15.2
MAILER/FLYER	13.7	12.5	20.2	30.2	19.7	19.7	1.5	20.0	10.6
IN-STORE COUPONS	2.6	2.7	4.2	3.5	2.4	5.0	0	.6	2.9
BILLBOARDS	.2	.2	.6	.3	.1	.4	1.2	.4	.1
OTHER	5.5	5.7	4.1	4.3	6.6	2.2	12.0	2.8	6.4

NOTE DATA WEIGHTED BY ADVERTISING DOLLARS

SOURCE FOOD MARKETING INSTITUTE

TABLE 75A

COMPANIES THAT WILL BE 100 PERCENT SCANNING BY END OF 1982 AND COMPANIES WITH PERSON RESPONSIBLE FOR SCANNING

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	217	24	17	64	18	31	22	11	28	2
WITH 100% SCANNING	16.6	8.3	23.5	15.6	38.9	19.4	9.1	9.1	14.2	
TOTAL COMPANIES	127	7	13	39	15	16	11	6	18	
HAVE PERSON FOR SCANNING	69.3	71.4	76.9	69.2	80.0	50.0	81.8	83.3	61.1	
DON'T HAVE PERSON	30.7	28.6	23.1	30.8	20.0	50.0	18.2	16.7	38.9	

NOTE: UNWEIGHTED DATA

TABLE 75B

COMPANIES THAT WILL BE 100 PERCENT SCANNING BY END OF 1982 AND COMPANIES WITH PERSON RESPONSIBLE FOR SCANNING

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL COMPANIES	217	56	161	73	58	44	13	16	13
WITH 100% SCANNING	16.6	8.9	19.3	24.7	17.2	4.5	7.7	6.3	30.8
TOTAL COMPANIES	127	48	79	22	38	29	11	14	13
HAVE PERSON FOR SCANNING	69.3	70.8	68.4	81.8	73.7	51.7	81.8	57.1	76.9
DON'T HAVE PERSON	30.7	29.2	31.6	18.2	26.3	48.3	18.2	42.9	23.1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 76A
CURRENT USES OF SCANNING POS DATA

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3114	137	188	665	335	606	286	435	455	7
CHECKER PERFORMANCE	90.3	100.0	100.0	94.9	78.6	68.8	81.8	100.0	100.0	100.0
WORK SCHEDULING	55.6	66.7	75.0	51.3	42.9	37.5	54.5	50.0	72.2	100.0
COUPON ACCOUNTING	58.9	50.0	75.0	56.4	50.0	62.5	54.5	50.0	66.7	50.0
SPECIALS	73.4	83.3	75.0	71.8	71.4	68.8	72.7	66.7	83.3	50.0
PRICE ELASTICITY	20.2	50.0	33.3	15.4	35.7	6.3	18.2		22.2	
NEW PRODUCT EVALUATION	35.5	50.0	41.7	23.1	50.0	25.0	27.3	33.3	55.6	50.0
MEAT DEPARTMENT ANALYSIS	35.5	16.7	50.0	41.0	35.7	31.3	45.5	33.3	22.2	
SHELF ALLOCATION	39.5	66.7	16.7	33.3	57.1	50.0	45.5	16.7	38.9	50.0
SHRINK ANALYSIS	17.7	50.0	16.7	15.4	14.3	12.5	18.2	16.7	16.7	50.0
PRODUCE DEPARTMENT ANALYSIS	26.6	33.3	33.3	25.6	21.4	25.0	27.3	33.3	27.8	
NOT CURRENTLY MAKING USE OF AVAILABLE DATA	9.7			2.6	14.3	31.3	27.3		5.6	
REORDERING	7.3	33.3	16.7	2.6	7.1		27.3			

NOTE: UNWEIGHTED DATA

TABLE 76B
CURRENT USES OF SCANNING POS DATA

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3114	2832	282	26	127	271	185	726	1779
CHECKER PERFORMANCE	90.3	89.1	93.5	100.0	91.9	92.9	81.8	78.6	84.6
WORK SCHEDULING	55.6	63.8	50.6	47.6	48.6	67.9	54.5	42.9	76.9
COUPON ACCOUNTING	58.9	55.3	61.0	61.9	64.9	53.6	58.5	50.0	61.5
SPECIALS	73.4	55.3	84.4	81.0	90.5	85.7	63.6	28.6	53.8
PRICE ELASTICITY	20.2	12.8	24.7	42.9	21.6	14.3		21.4	7.7
NEW PRODUCT EVALUATION	35.5	23.4	42.9	57.1	29.7	46.4	9.1	14.3	38.5
MEAT DEPARTMENT ANALYSIS	35.5	38.3	33.8	23.8	45.9	25.0	45.5	42.9	30.8
SHELF ALLOCATION	39.5	34.0	42.9	61.9	40.5	25.0	36.4	28.6	46.2
SHRINK ANALYSIS	17.7	27.7	11.7	4.8	13.5	17.9	18.2	21.4	46.2
PRODUCE DEPARTMENT ANALYSIS	26.6	34.0	22.1	14.3	29.7	17.9	27.3	28.6	46.2
NOT CURRENTLY MAKING USE OF AVAILABLE DATA	9.7	14.9	6.5	4.8	5.4	7.1	9.1	21.4	23.1
REORDERING	7.3	6.4	7.8	9.5	10.8	3.6		7.1	7.7

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 77

SCANNING INSTALLATION UPDATE

Vendor	Number of Installations	Percent of Installations
NCR	2,723	36.2
DATACHECKER	1,899	25.2
IBM	1,667	22.1
DATATERMINAL	683	9.1
SWEDA	483	6.4
BERKEL	42	6
TEC AMERICA	27	4
TOTAL	7,524	100.0

Total Installations Year End

	1974	6
	1975	42
	1976	102
	1977	206
	1978	562
	1979	1,472
	1980	3,108
	1981	4,890
	1982	7,106
First Quarter	1983	7,524

Installations by State

California	853	Tennessee	116	North Dakota	25
Florida	697	Oregon	115	Hawaii	25
Texas	571	Georgia	113	New Hampshire	23
Illinois	419	Kansas	111	New Mexico	23
Ohio	353	Iowa	108	Idaho	22
Missouri	277	North Carolina	98	Rhode Island	22
Pennsylvania	272	Kentucky	85	South Dakota	20
Washington	258	Utah	69	Montana	16
Indiana	225	Connecticut	68	Delaware	6
New York	197	Oklahoma	66	Wyoming	5
				Vermont	2
Wisconsin	171	Arkansas	64		
Colorado	166	Nebraska	61	Total U.S.	7,132
Virginia	152	Mississippi	53		
Massachusetts	158	South Carolina	44	Canadian	392
Minnesota	153	Maine	43		
Maryland	145	Alaska	41	TOTAL	7,524
Michigan	139	Nevada	36		
New Jersey	138	West Virginia	35		
Louisiana	128	Arizona	32	Source	
Alabama	125	Dist. of Columbia	26	Food Marketing Institute	

TABLE 78A
NUMBER OF ELECTRONIC GAMES IN SUPERMARKETS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	3534	216	287	710	338	726	324	448	475	10
PROPORTION OF STORES WITH GAMES	21.3	10.2	63.4	21.8	25.7	15.3	27.8	1.8	20.2	0
TOTAL STORES	3500	214	286	696	336	720	323	441	475	10
PROPORTION OF STORES PROJECTED TO HAVE GAMES IN 1982	22.1	4.2	66.8	23.0	28.3	15.8	30.0	2.3	16.3	0
TOTAL STORES	3452	215	285	679	334	714	312	441	462	10
PROPORTION OF STORES WHERE GAMES HAVE BEEN REMOVED	1.6	.9	2.8	2.8	3.0	.6	2.2	0	1.1	0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 78B
NUMBER OF ELECTRONIC GAMES IN SUPERMARKETS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL STORES	3534	3021	513	91	220	441	212	791	1779
PROPORTION OF STORES WITH GAMES	21.3	18.8	35.5	27.5	40.0	33.1	50.5	36.5	5.4
TOTAL STORES	3500	3021	479	91	203	434	212	791	1779
PROPORTION OF STORES PROJECTED TO HAVE GAMES IN 1982	22.1	19.0	41.5	29.6	48.8	38.0	53.8	34.8	5.3
TOTAL STORES	3452	2987	465	83	193	428	178	791	1779
PROPORTION OF STORES WHERE GAMES HAVE BEEN REMOVED	1.6	.9	5.8	13.3	5.2	3.0	0	1.3	.6

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 79A
EXPERIENCE WITH ELECTRONIC GAMES

	ALL STORES	RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
		CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL STORES WITH GAMES	760	572	188	32	84	156	82	299	107
AVERAGE NUMBER OF GAMES PER STORE	2.5	2.4	2.6	2.3	2.5	2.4	4.0	2.1	2.5
TOTAL STORES WITH GAMES	742	560	182	32	84	150	82	293	101
AVERAGE GROSS REVENUE PER GAME PER WEEK	107	101	124	120	103	131	192	68	58
TOTAL STORES WITH GAMES	757	572	185	30	84	155	82	299	107
LOCATION OF GAMES									
OUTSIDE STORE	3.7	3.6	3.9	[illegible]	[illegible]	[illegible]	[illegible]	8.0	[illegible]
INSIDE, IN FRONT OF STORE	95.1	95.5	93.8	82.1	93.3	98.9	100.0	90.1	100.0
IN SHOPPING AREA	1.2	.9	2.3	10.4	[illegible]	1.1	[illegible]	1.9	[illegible]
TOTAL STORES WITH GAMES	753	566	187	31	84	156	82	293	107
MAJOR DIFFICULTIES WITH GAMES									
NO PROBLEM	49.7	46.4	59.0	58.1	44.2	52.6	81.6	36.3	39.6
POOR SERVICE	3.1	1.4	7.9	4.0	17.3	5.3	[illegible]	[illegible]	[illegible]
EQUIPMENT REPAIRS	.1	[illegible]	.4	2.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
LOITERING OF PLAYERS	50.1	56.9	30.9	29.3	36.1	40.7	40.2	61.9	60.4
INCREASED PILFERAGE	1.5	[illegible]	5.9	12.0	9.6	[illegible]	[illegible]	[illegible]	[illegible]
GENERAL DISRUPTION	12.2	10.3	17.6	29.3	25.5	33.2	[illegible]	[illegible]	11.3

NOTE DATA WEIGHTED BY NUMBER OF GAMES

TABLE 79B
EXPERIENCE WITH ELECTRONIC GAMES

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES WITH GAMES	760	24	188	153	93	108	91	7	96	[illegible]
AVERAGE NUMBER OF GAMES PER STORE	2.5	2.9	2.0	2.1	2.2	2.1	3.5	2.1	3.8	[illegible]
TOTAL STORES WITH GAMES	742	24	182	153	93	108	85	7	90	[illegible]
AVERAGE GROSS REVENUE PER GAME PER WEEK	107	82	50	85	118	98	140	74	165	[illegible]
TOTAL STORES WITH GAMES	757	24	188	152	93	108	91	7	94	[illegible]
LOCATION OF GAMES										
OUTSIDE STORE	3.7	72.9	[illegible]	[illegible]	[illegible]	[illegible]	6	20.0	3.9	[illegible]
INSIDE, IN FRONT OF STORE	95.1	27.1	96.8	98.8	100.0	98.2	98.4	80.0	96.1	[illegible]
IN SHOPPING AREA	1.2	[illegible]	3.2	1.2	[illegible]	1.8	1.0	[illegible]	[illegible]	[illegible]
TOTAL STORES WITH GAMES	753	24	182	153	93	107	91	7	96	[illegible]
MAJOR DIFFICULTIES WITH GAMES										
NO PROBLEM	49.7	94.3	48.4	17.4	24.4	13.1	93.1	33.3	70.3	[illegible]
POOR SERVICE	3.1	[illegible]	2.7	8.3	[illegible]	1.8	.6	[illegible]	4.4	[illegible]
EQUIPMENT REPAIRS	.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.6	[illegible]	[illegible]	[illegible]
LOITERING OF PLAYERS	50.1	[illegible]	48.4	71.3	75.6	76.6	29.6	66.7	29.7	[illegible]
INCREASED PILFERAGE	1.5	[illegible]	[illegible]	3.4	[illegible]	.9	1.9	[illegible]	2.2	[illegible]
GENERAL DISRUPTION	12.2	5.7	[illegible]	16.5	41.8	27.5	3.1	[illegible]	4.4	[illegible]

NOTE DATA WEIGHTED BY NUMBER OF GAMES

SOURCE FOOD MARKETING INSTITUTE

TABLE 80A
MAINTENANCE EXPENSE AS A PERCENT OF SALES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	188	20	17	56	16	29	17	9	22	2
MAINTENANCE EXPENSE	1.0	.9	.9	.8	2.0	1.5	.6	.4	.9	
INCLUDE SCANNING MAINTENANCE										
YES	48.1	35.3	64.7	48.3	64.7	28.6	61.1	40.0	52.4	
NO	51.9	64.7	35.3	51.7	35.3	71.4	38.9	60.0	47.6	

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 80B
MAINTENANCE EXPENSE AS A PERCENT OF SALES

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	188	48	140	63	53	35	12	13	12
MAINTENANCE EXPENSE	1.0	1.4	.9	1.0	.8	1.3	1.8	.5	.6
INCLUDE SCANNING MAINTENANCE									
YES	48.1	63.5	42.3	33.9	45.3	52.6	75.0	57.1	76.9
NO	51.9	36.5	57.7	66.1	54.7	47.4	25.0	42.9	23.1

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 81A

PERCENTAGE OF TOTAL STORE MAINTENANCE EXPENSES ALLOCATED TO...

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	168	16	15	51	12	25	16	9	21	3
HVAC AND REFRIGERATION EQUIPMENT	61.6	64.1	56.4	61.0	69.7	66.1	61.2	58.7	56.2	63.3
ELECTRICAL	13.8	16.8	12.3	14.6	12.0	14.8	13.6	11.0	11.9	13.3
ALL OTHER	24.6	18.8	31.3	24.5	18.4	19.1	25.2	30.3	31.9	23.3

NOTE UNWEIGHTED DATA

TABLE 81B

PERCENTAGE OF TOTAL STORE MAINTENANCE EXPENSES ALLOCATED TO...

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	168	46	122	55	45	33	12	13	10
HVAC AND REFRIGERATION EQUIPMENT	61.6	52.3	65.1	69.3	64.1	60.4	49.5	43.3	42.4
ELECTRICAL	13.8	14.6	13.5	12.3	13.4	16.0	18.6	13.8	11.1
ALL OTHER	24.6	33.1	21.4	18.4	22.4	23.7	32.0	37.0	46.5

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 82A
DEGREE OF CONTROL OF STORE MAINTENANCE BY STORE MANAGEMENT

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	212	22	18	63	17	29	20	12	28	3
DEGREE OF INVOLVEMENT	3.7	3.9	3.6	3.7	3.7	3.3	3.8	4.0	3.8	3.7

NOTE: POSSIBLE RESPONSE RANGED FROM 5 FOR TOTAL CONTROL TO 1 FOR NO CONTROL
UNWEIGHTED DATA

TABLE 82B
DEGREE OF CONTROL OF STORE MAINTENANCE BY STORE MANAGEMENT

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	212	55	157	66	62	42	13	16	13
DEGREE OF INVOLVEMENT	3.7	3.3	3.8	4.1	3.8	3.2	3.4	3.5	3.1

NOTE: POSSIBLE RESPONSE RANGED FROM 5 FOR TOTAL CONTROL TO 1 FOR NO CONTROL
UNWEIGHTED DATA

TABLE 83A
DEGREE OF INVOLVEMENT IN ENERGY CONSERVATION BY MAINTENANCE PERSONNEL

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	209	21	18	63	17	30	20	10	27	3
DEGREE OF INVOLVEMENT	2.7	2.5	3.4	2.6	3.2	2.7	2.5	2.9	2.8	1.7

NOTE: POSSIBLE RESPONSE RANGED FROM 5 FOR TOTAL INVOLVEMENT TO 1 FOR NO INVOLVEMENT
UNWEIGHTED DATA

TABLE 83B
DEGREE OF INVOLVEMENT IN ENERGY CONSERVATION BY MAINTENANCE PERSONNEL

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	209	55	154	65	60	42	13	16	13
DEGREE OF INVOLVEMENT	2.7	3.3	2.5	2.6	2.3	2.8	2.9	3.8	3.6

NOTE: POSSIBLE RESPONSE RANGED FROM 5 FOR TOTAL INVOLVEMENT TO 1 FOR NO INVOLVEMENT
UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 84A
TYPICAL RELAMPING METHODS
PERCENT USING EACH METHOD

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	219	23	18	66	17	30	22	12	28	3
SPOT REPLACEMENT	63.0	56.5	38.9	60.6	52.9	70.0	95.5	83.3	67.1	33.3
GROUP RELAMPING	37.0	43.5	61.1	39.4	47.1	30.0	4.5	16.7	42.9	66.7
IF GROUP, FREQUENCY BY YEARS	2.7	3.8	2.1	2.5	1.9	3.4	3.5	2.3	3.0	2.5

NOTE: UNWEIGHTED DATA

TABLE 84B
TYPICAL RELAMPING METHODS
PERCENT USING EACH METHOD

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	219	55	164	70	63	44	13	16	13
SPOT REPLACEMENT	63.0	45.5	68.9	72.9	69.8	61.4	53.8	43.8	15.4
GROUP RELAMPING	37.0	54.5	31.1	27.1	30.2	38.6	46.2	56.3	84.6
IF GROUP, FREQUENCY BY YEARS	2.7	2.5	2.9	2.8	3.0	2.7	2.7	2.5	2.5

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 85A

HANDLING OF TYPICAL STORE MAINTENANCE PERCENT USING EACH METHOD

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	214	22	17	64	17	31	21	11	28	3
HVAC AND REFRIGERATION EQUIPMENT										
IN-HOUSE PERSONNEL	16.8	13.6	5.9	12.5	23.5	32.3	19.0	9.1	14.3	33.3
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	37.9	31.8	35.3	37.5	52.9	38.7	33.3	63.6	32.1	-
OUTSIDE CONTRACTOR SERVICE CONTRACT	18.7	36.4	29.4	15.6	5.9	12.9	14.3	9.1	21.4	66.7
MIXTURE	26.6	18.2	29.4	34.4	17.6	16.1	33.3	18.2	32.1	-
TOTAL	204	22	16	61	16	29	20	11	26	3
ELECTRICAL										
IN-HOUSE PERSONNEL	14.7	22.7	12.5	9.8	18.8	24.1	10.0	9.1	11.5	33.3
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	54.9	54.5	50.0	57.4	62.5	51.7	65.0	45.5	50.0	33.3
OUTSIDE CONTRACTOR SERVICE CONTRACT	4.4	-	-	4.9	-	3.4	5.0	18.2	7.7	-
MIXTURE	26.0	22.7	37.5	27.9	18.8	20.7	20.0	27.3	30.8	33.3
TOTAL	186	20	15	57	15	24	19	9	24	3
ALL OTHER										
IN-HOUSE PERSONNEL	24.7	25.0	26.7	21.1	26.7	33.3	15.8	33.3	25.0	33.3
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	18.3	10.0	20.0	22.8	26.7	4.2	31.6	11.1	16.7	-
OUTSIDE CONTRACTOR SERVICE CONTRACT	9.1	10.0	-	3.5	13.3	25.0	15.8	22.2	-	-
MIXTURE	47.8	55.0	53.3	52.6	33.3	37.5	36.8	33.3	58.3	66.7

NOTE: UNWEIGHTED DATA

TABLE 85B

HANDLING OF TYPICAL STORE MAINTENANCE PERCENT USING EACH METHOD

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	214	54	160	71	58	44	13	15	13
HVAC AND REFRIGERATION EQUIPMENT									
IN-HOUSE PERSONNEL	16.8	22.2	15.0	14.1	12.1	25.0	23.1	20.0	15.4
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	37.9	27.8	41.2	53.5	32.8	27.3	38.5	40.0	7.7
OUTSIDE CONTRACTOR SERVICE CONTRACT	18.7	13.0	20.6	11.3	27.6	22.7	15.4	-	30.8
MIXTURE	26.6	37.0	23.1	21.1	27.6	25.0	23.1	40.0	46.2
TOTAL	204	54	150	65	56	42	13	15	13
ELECTRICAL									
IN-HOUSE PERSONNEL	14.7	13.0	15.3	13.8	14.3	21.4	23.1	6.7	-
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	54.9	48.1	57.3	58.5	58.9	47.6	46.2	46.7	61.5
OUTSIDE CONTRACTOR SERVICE CONTRACT	4.4	3.7	4.7	3.1	3.6	7.1	-	6.7	7.7
MIXTURE	26.0	35.2	22.7	24.6	23.2	23.8	30.8	40.0	30.8
TOTAL	186	51	135	59	51	37	12	14	13
ALL OTHER									
IN-HOUSE PERSONNEL	24.7	25.5	24.4	20.3	25.5	27.0	50.0	21.4	15.4
OUTSIDE CONTRACTOR TIME AND MATERIAL BASIS	18.3	3.9	23.7	23.7	23.5	16.2	8.3	-	7.7
OUTSIDE CONTRACTOR SERVICE CONTRACT	9.1	11.8	8.1	8.5	9.8	10.8	-	14.3	7.7
MIXTURE	47.8	58.8	43.7	47.5	41.2	45.9	41.7	64.3	69.2

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 86A

HANDLING OF MAINTENANCE CALLS BY STORE PERSONNEL

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	209	22	18	59	16	31	21	11	28	3
HVAC AND REFRIGERATION EQUIPMENT										
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	65.6	54.5	72.2	67.8	62.5	51.6	76.2	81.8	67.9	66.7
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	32.1	45.5	27.8	28.8	31.3	48.4	23.8	9.1	28.6	33.3
MIXTURE	2.4	-	-	3.4	6.3	-	-	9.1	3.6	-
TOTAL	198	22	17	58	15	28	19	11	25	3
ELECTRICAL										
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	63.1	54.5	64.7	65.5	66.7	35.7	84.2	81.8	68.0	66.7
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	34.3	45.5	29.4	31.0	26.7	64.3	15.8	9.1	32.0	33.3
MIXTURE	2.5	-	5.9	3.4	6.7	-	-	9.1	-	-
TOTAL	184	22	15	56	14	22	20	8	24	3
ALL OTHER										
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	59.2	40.9	53.3	67.9	57.1	45.5	75.0	75.0	54.2	66.7
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	39.1	59.1	40.0	32.1	35.7	54.5	25.0	12.5	45.8	33.3
MIXTURE	1.6	-	6.7	-	7.1	-	-	12.5	-	-

NOTE: UNWEIGHTED DATA

TABLE 86B

HANDLING OF MAINTENANCE CALLS BY STORE PERSONNEL

	ALL COMPANIES	RETAIL AFFIL.: CHAIN	INDE-PENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	209	54	155	68	57	43	13	15	13
HVAC AND REFRIGERATION EQUIPMENT									
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	65.6	38.9	74.8	89.7	64.9	48.8	61.5	33.3	38.5
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	32.1	59.3	22.6	10.3	29.8	46.5	38.5	66.7	61.5
MIXTURE	2.4	1.9	2.6	-	5.3	4.7	-	-	-
TOTAL	198	52	146	63	55	40	12	15	13
ELECTRICAL									
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	63.1	34.6	73.3	90.5	61.8	45.0	58.3	33.3	30.8
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	34.3	63.5	24.0	9.5	30.9	52.5	41.7	66.7	69.2
MIXTURE	2.5	1.9	2.7	-	7.3	2.5	-	-	-
TOTAL	184	50	134	60	48	38	10	15	13
ALL OTHER									
STORE PERSONNEL CALLS OUTSIDE CONTRACTORS	59.2	36.0	67.9	85.0	60.4	47.4	30.0	26.7	30.8
STORE PERSONNEL CALLS CENTRAL/INHOUSE MAINTENANCE	39.1	64.0	29.9	15.0	33.3	52.6	70.0	73.3	69.2
MIXTURE	1.6	-	2.2	-	6.3	-	-	-	-

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 87A
TYPE OF PREVENTIVE MAINTENANCE PROGRAM

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	210	22	18	62	16	30	21	10	28	3
HVAC AND REFRIGERATION EQUIPMENT										
NO PROGRAM	15.2	9.1	5.6	17.7	12.5	20.0	28.6	10.0	10.7	-
INFORMAL (FILL IN WORK)	44.3	40.9	38.9	50.0	43.8	43.3	47.6	30.0	39.3	66.7
FORMAL (SCHEDULED WORK)	39.5	50.0	55.6	30.6	37.5	36.7	23.8	60.0	50.0	33.3
MIXTURE	1.0	-	-	1.6	6.3	-	-	-	-	-
TOTAL	189	20	15	56	15	27	19	10	24	3
ELECTRICAL										
NO PROGRAM	38.1	40.0	13.3	35.7	33.3	48.1	52.6	30.0	41.7	33.3
INFORMAL (FILL IN WORK)	46.6	45.0	60.0	51.8	60.0	40.7	42.1	40.0	29.2	66.7
FORMAL (SCHEDULED WORK)	15.3	15.0	26.7	12.5	6.7	11.1	5.3	30.0	29.2	-
MIXTURE	-	-	-	-	-	-	-	-	-	-
TOTAL	184	22	15	54	14	22	20	9	25	3
ALL OTHER										
NO PROGRAM	26.6	18.2	6.7	31.5	28.6	36.4	30.0	33.3	24.0	-
INFORMAL (FILL IN WORK)	53.3	59.1	46.7	55.6	64.3	54.5	55.0	44.4	36.0	100.0
FORMAL (SCHEDULED WORK)	19.6	22.7	46.7	13.0	7.1	9.1	10.0	22.2	40.0	-
MIXTURE	.5	-	-	-	-	-	5.0	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 87B
TYPE OF PREVENTIVE MAINTENANCE PROGRAM

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	210	52	158	71	57	42	12	15	13
HVAC AND REFRIGERATION EQUIPMENT									
NO PROGRAM	15.2	7.7	17.7	22.5	12.3	14.3	8.3	13.3	-
INFORMAL (FILL IN WORK)	44.3	32.7	48.1	47.9	57.9	31.0	50.0	13.3	38.5
FORMAL (SCHEDULED WORK)	39.5	55.8	34.2	29.6	29.8	52.4	41.7	66.7	61.5
MIXTURE	1.0	3.8	-	-	-	2.4	-	6.7	-
TOTAL	189	47	142	63	53	35	11	14	13
ELECTRICAL									
NO PROGRAM	38.1	34.0	39.4	41.3	41.5	14.3	27.2	28.6	38.5
INFORMAL (FILL IN WORK)	46.6	36.2	50.0	47.6	50.9	45.7	36.4	28.6	53.8
FORMAL (SCHEDULED WORK)	15.3	29.8	10.6	11.1	7.5	20.0	36.4	42.9	7.7
MIXTURE	-	-	-	-	-	-	-	-	-
TOTAL	184	47	137	63	49	34	11	14	13
ALL OTHER									
NO PROGRAM	26.6	17.0	29.9	34.9	26.5	26.5	9.1	14.3	15.4
INFORMAL (FILL IN WORK)	53.3	48.9	54.7	54.0	55.1	50.0	54.5	42.9	61.5
FORMAL (SCHEDULED WORK)	19.6	31.9	15.3	11.1	18.4	23.5	36.4	42.9	15.4
MIXTURE	.5	2.1	-	-	-	-	-	-	7.7

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 88A
USUAL RESPONSE TIME FOR EQUIPMENT REPAIR

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	210	21	18	62	16	31	20	11	28	3
HVAC AND REFRIGERATION EQUIPMENT										
HOURS	93.8	100.0	88.9	93.5	100.0	93.5	100.0	72.7	96.4	66.7
NUMBER OF HOURS	2.5	2.3	2.2	2.8	2.2	2.5	2.1	1.8	2.6	3.5
NEXT DAY	4.3			4.8	-	3.2	-	27.3	3.6	33.3
OTHER	1.9		11.1	1.6		3.2				-
TOTAL	198	20	18	59	15	29	18	9	27	3
ELECTRICAL										
HOURS	67.7	75.0	55.6	64.4	66.7	72.4	77.8	44.4	77.8	33.3
NUMBER OF HOURS	2.6	2.6	3.4	3.1	2.0	2.1	2.4	2.9	2.2	4.0
NEXT DAY	28.3	25.0	27.8	30.5	26.7	24.1	22.2	55.6	22.2	66.7
OTHER	4.0	-	16.7	5.1	6.7	3.4				-
TOTAL	180	18	17	54	13	25	16	9	25	3
ALL OTHER		-								
HOURS	47.2	61.1	58.8	40.7	53.8	44.0	50.0	33.3	48.0	33.3
NUMBER OF HOURS	3.0	4.3	2.2	3.3	2.1	2.4	3.4	8	2.7	6.0
NEXT DAY	42.2	38.9	29.4	42.6	30.8	52.0	37.5	66.7	40.0	66.7
OTHER	10.6	-	11.8	16.7	15.4	4.0	12.5		12.0	-

NOTE UNWEIGHTED DATA

TABLE 88B
USUAL RESPONSE TIME FOR EQUIPMENT REPAIR

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	210	53	157	21	57	42	12	15	13
HVAC AND REFRIGERATION EQUIPMENT									
HOURS	93.8	96.2	93.0	94.4	91.2	95.2	100.0	93.3	92.3
NUMBER OF HOURS	2.5	2.1	2.4	2.5	2.2	2.7	2.1	2.5	2.9
NEXT DAY	4.3	1.9	5.1	5.6	5.5	2.4	-		7.7
OTHER	1.9	1.9	1.9		3.5	2.4		6.7	
TOTAL	198	52	146	64	54	39	11	15	13
ELECTRICAL									
HOURS	67.7	75.0	65.1	63.6	68.5	69.0	90.9	86.7	69.2
NUMBER OF HOURS	2.6	2.2	2.8	2.2	2.5	2.7	2.4	3.5	4.1
NEXT DAY	28.3	23.1	30.1	31.8	27.8	26.9	9.1	6.7	30.8
OTHER	4.0	1.9	4.8	4.5	3.7	5.1		6.7	
TOTAL	180	49	131	62	45	36	10	14	13
ALL OTHER									
HOURS	47.2	42.9	48.9	45.2	57.8	36.1	90.0	28.6	38.5
NUMBER OF HOURS	3.0	3.5	2.9	3.2	2.1	3.3	2.6	3.9	5.3
NEXT DAY	42.2	49.0	39.7	43.5	28.9	52.8	10.0	64.3	53.8
OTHER	10.6	8.2	11.5	11.3	13.3	11.1		7.1	7.7

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 89A
PERCENTAGE OF SUPERMARKETS USING ATM MACHINES OR CASH DISPENSERS

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	12,082	419	2,202	2,067	640	2,223	553	624	2,955	399
PERCENT WITH ATMS	4.5	9.7	1.3	2.4	20.0	2.5	1.1	8.1	1.5	2

NOTE UNWEIGHTED DATA

TABLE 89B
PERCENTAGE OF SUPERMARKETS USING ATM MACHINES OR CASH DISPENSERS

	ALL STORES	RETAIL AFFIL.: CHAIN	INDE-PENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	12,082	11,685	397	95	150	373	791	1,292	9,381
PERCENT WITH ATMS	4.5	3.4	5.3	4.0	5.2	7.1	1.1	4.5	4.7

NOTE UNWEIGHTED DATA

TABLE 90A
LOCATION OF AUTOMATIC TELLER MACHINES

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	429	6	25	77	61	86	24	30	118	2
THROUGH THE WALL	28.4	16.7	0	20.8	0	95.3	4.2	40.0	8.5	
OUTSIDE SUPERMARKET	7.2	33.3	36.0	2.6	0	0	0	3.3	13.6	
NEAR ENTRY IN SUPERMARKET	16.6	50.0	44.0	10.4	3.3	4.7	95.8	56.7	2.5	
NEAR CHECKOUTS	34.7	0	20.0	63.6	8.2	0	0	0	75.4	
OTHER	13.1	0	0	2.6	88.5	0	0	0	0	

NOTE UNWEIGHTED DATA

TABLE 90B
LOCATION OF AUTOMATIC TELLER MACHINES

	ALL STORES	RETAIL AFFIL.: CHAIN	INDE-PENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	429	414	15	3	3	14	7	48	354
THROUGH THE WALL	28.4	28.0	40.0	33.3	66.7	21.4	0	29.2	28.8
OUTSIDE SUPERMARKET	7.2	7.2	6.7	0	33.3	0	0	4.2	7.9
NEAR ENTRY IN SUPERMARKET	16.6	16.7	13.3	33.3	0	21.4	85.7	43.7	11.3
NEAR CHECKOUTS	34.7	34.5	40.0	33.3	0	57.1	0	12.5	37.9
OTHER	13.1	13.5	0	0	0	0	14.3	10.4	14.1

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 91
TYPICAL NUMBER OF TRANSACTIONS PER WEEK PER MACHINE

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	1000.0	750.0	3000.0	305
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				1
10 - 30 MILLION	-	-	-	-
31 - 100 MILLION	316.0	300.0	500.0	8
101 - 250 MILLION	-	-	-	-
251 - 500 MILLION	430.0	250.0	430.0	28
OVER 500 MILLION	3000.0	750.0	3000.0	268
RETAIL AFFILIATION				
CHAIN	1000.0	750.0	3000.0	300
INDEPENDENT	500.0	332.0	500.0	5

NOTE DATA WEIGHTED BY SUPERMARKETS WITH ATMS INSTALLED

TABLE 92A
OWNERS OF AUTOMATIC TELLER MACHINES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	429	6	25	77	61	86	24	30	118	2
BANK	69.7	100.0	80.0	76.6	95.1	7.0	54.2	100.0	89.8	
OTHER FINANCIAL INSTITUTIONS	7.9	0	0	23.4	4.9	0	0	0	10.2	
SUPERMARKET COMPANY	18.6	0	0	0	0	93.0	0	0	0	
THIRD PARTY SERVICE	1.2	0	20.0	0	0	0	0	0	0	
OTHER	2.6	0	0	0	0	0	45.8	0	0	

NOTE UNWEIGHTED DATA

TABLE 92B
OWNERS OF AUTOMATIC TELLER MACHINES

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	429	414	15	3	3	14	7	48	354
BANK	69.7	68.8	93.3	100.0	100.0	85.7	71.4	89.6	65.8
OTHER FINANCIAL INSTITUTIONS	7.9	8.0	6.7	0	0	14.3	28.6	0	8.5
SUPERMARKET COMPANY	18.6	19.3	0	0	0	0	0	0	22.6
THIRD PARTY SERVICE	1.2	1.2	0	0	0	0	0	10.4	0
OTHER	2.6	2.7	0	0	0	0	0	0	3.1

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 93
REIMBURSEMENTS FOR NON-SUPERMARKET OWNED ATM EQUIPMENT

	ALL COMPANIES
LIST OF METHODS AND FEES	36
ANNUAL FEE	8.3 $5600.00
MONTHLY FEE	22.2 $634.38
FLAT FEE	2.8
INCLUDED IN OTHER BANK FEE	5.6
NO CHARGE	16.7
MONTHLY AND PER TRANSACTION	8.3 $275.00 10
MISCELLANEOUS	5.6
ANNUAL PER SQUARE FOOT	11.1 $24.25
PER TRANSACTION	19.4 $.20
ANNUAL AND PER TRANSACTION	8.3 $5633.33 05

NOTE: UNWEIGHTED DATA

TABLE 94A
ATM SYSTEM

	GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	424	1	25	77	61	96	24	30	110	2
ATMS IN A SHARED SYSTEM	81.4		60.0	83.1	98.4	96.5	20.8	43.3	88.1	
ATMS IN A DEDICATED SYSTEM	18.6		40.0	16.9	1.6	3.5	79.2	56.7	11.9	

NOTE: UNWEIGHTED DATA

TABLE 94B
ATM SYSTEM

	RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)				
	ALL STORES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	424	411	13	1	13	7	46	354	
ATMS IN A SHARED SYSTEM	81.4	80.8	100.0		92.3	71.4	63.0	83.3	
ATMS IN A DEDICATED SYSTEM	18.6	19.2	0		7.7	28.6	37.0	16.7	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 95
CUSTOMER USE AND ACCESS TO THE ATM MACHINE

	ALL COMPANIES	RETAIL AFFIL: CHAIN	RETAIL AFFIL: INDEPENDENT
TOTAL	12	8	4
PERCENTAGE OF CUSTOMERS WITH ACCESS TO MACHINE	22.7	25.1	17.6
TOTAL	15	11	4
PERCENTAGE OF CUSTOMERS WHO USE MACHINE	7.1	7.6	5.9

NOTE: UNWEIGHTED DATA

TABLE 96A
MIXTURE OF ATM TRANSACTIONS

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	278	7	5	63	9	82	13	3	102	0
CASH DISPENSING	54.5		58.0	64.6	48.5	60.0	61.1	50.0	80.0	
DEPOSIT TAKING	9.2		40.0	11.4	24.5	10.0	9	50.0	0	
BALANCE INQUIRY	24.9		0	20.7	11.0	29.9	28.5	0	19.9	
BALANCE TRANSFER	1.0		0	2.4	1.0	0	0.5	0	0	
OTHER	1		2.0	9	0	0	0	0	0	

NOTE: DATA WEIGHTED BY TOTAL NUMBER OF ATM MACHINES IN SUPERMARKETS

TABLE 96B
MIXTURE OF ATM TRANSACTIONS

	ALL STORES	RETAIL AFFIL: CHAIN	RETAIL AFFIL: INDEPENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	278	274	4	1	0	7	0	13	257
CASH DISPENSING	54.5	54.6	52.4			43.4		70.3	54.5
DEPOSIT TAKING	9.2	9.1	47.6			43.3		13.5	9.3
BALANCE INQUIRY	24.9	25.0	0			4.2		13.6	25.2
BALANCE TRANSFER	1.0	1.0	0			0.6		1.4	1.0
OTHER	1	1	0			0		3	1

NOTE: DATA WEIGHTED BY TOTAL NUMBER OF ATM MACHINES IN SUPERMARKETS

SOURCE: FOOD MARKETING INSTITUTE

TABLE 97A
EFFECT OF ATM ON CHECK VOLUME

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	37	2	4	10	5	4	4	3	4	1
CHECK VOLUME DECREASED	16.2		50.0	10.0	40.0		25.0			
CHECK VOLUME REMAINED THE SAME	83.8		50.0	90.0	60.0	100.0	75.0	100.0	100.0	
CHECK VOLUME INCREASED										

NOTE: UNWEIGHTED DATA

TABLE 97B
EFFECT OF ATM ON CHECK VOLUME

	ALL COMPANIES	RETAIL AFFIL: CHAIN	INDEPENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	37	28	9	2	2	7	4	8	14
CHECK VOLUME DECREASED	16.2	21.4				28.6		25.0	14.3
CHECK VOLUME REMAINED THE SAME	83.8	78.6	100.0			71.4	100.0	75.0	85.7
CHECK VOLUME INCREASED									

NOTE: UNWEIGHTED DATA

TABLE 98
CHANGE IN CLERICAL BANKING ACTIVITIES AFTER INSTALLATION OF ATM SYSTEM

	ALL COMPANIES	RETAIL AFFIL: CHAIN	INDEPENDENT
TOTAL	37	31	6
NO	64.7	54.8	83.3
YES	35.3	45.2	16.7
OF THOSE SAYING YES:			
CHECK CASHING	40.0	50.0	0
TRANSFER OF FUNDS	20.0	25.0	0
TELLER-OPERATED TERMINALS	40.0	25.0	100.0
CHECK CASHING FOR CASH	20.0	25.0	0

NOTE: DATA ONLY FOR COMPANIES OFFERING BANKING ACTIVITIES BEFORE INSTALLATION OF ATMS
UNWEIGHTED DATA

SOURCE: 1000 MARKETING INSTITUTE

TABLE 99A
DISRUPTIONS OR PROBLEMS AFTER INSTALLATION OF ATM SYSTEM

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	38	2	4	10	5	4	4	4	4	1
NO	86.8		100.0	80.0	80.0	75.0	100.0	75.0	100.0	
YES	13.2			20.0	20.0	25.0		25.0		
MACHINE/FAILURE	80.0			100.0	100.0			100.0		
ACCESS TO STORE AFTER HOURS BY BANK PERSONNEL										

NOTE: UNWEIGHTED DATA

TABLE 99B
DISRUPTIONS OR PROBLEMS AFTER INSTALLATION OF ATM SYSTEM

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	38	28	10	3	2	7	4	8	14
NO	86.8	89.3	80.0	100.0		57.1	100.0	87.5	92.9
YES	13.2	10.7	20.0			42.9		12.5	7.1
MACHINE/FAILURE	80.0	100.0	50.0			66.7		100.0	100.0
ACCESS TO STORE AFTER HOURS BY BANK PERSONNEL									

NOTE: UNWEIGHTED DATA

TABLE 100A
PERSONNEL/AGENCIES RECEIVING CUSTOMER COMPLAINTS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	38	2	4	10	5	4	4	4	4	1
SUPERMARKET PERSONNEL	60.5		50.0	70.0	60.0	50.0	50.0	50.0	75.0	
BANK, FINANCIAL INSTITUTE	44.7		25.0	50.0	40.0	75.0	50.0	50.0	25.0	
OTHER										
UNKNOWN	5.3		25.0		20.0					

NOTE: UNWEIGHTED DATA

TABLE 100B
PERSONNEL/AGENCIES RECEIVING CUSTOMER COMPLAINTS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	38	28	10	3	2	7	4	8	14
SUPERMARKET PERSONNEL	60.5	60.7	60.0	33.3		85.7	50.0	62.5	57.1
BANK, FINANCIAL INSTITUTE	44.7	46.4	40.0	33.3		28.6	50.0	50.0	50.0
OTHER									
UNKNOWN	5.3	3.6	10.0	33.3					7.1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 101A

COMPANIES WITHOUT CASH DISPENSERS APPROACHED TO INSTALL ATM/EFT SYSTEMS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	180	17	20	48	11	32	15	8	26	3
ATM										
YES	30.6	23.5	50.0	35.4	27.3	28.1	20.0	25.0	23.1	33.3
NO	69.4	76.5	50.0	64.6	72.7	71.9	80.0	75.0	76.9	66.7
TOTAL	153	16	14	38	12	25	13	7	25	3
EFT										
YES	15.0	25.0	28.6	15.8	33.3	8.0	-	-	12.0	-
NO	85.0	75.0	71.4	84.2	66.7	92.0	100.0	100.0	88.0	100.0

NOTE DATA ONLY FOR COMPANIES NOT HAVING ATM OR EFT SYSTEMS

SOURCE FOOD MARKETING INSTITUTE

ATM/CASH DISPENSERS

TABLE 101B

COMPANIES WITHOUT CASH DISPENSERS APPROACHED TO INSTALL ATM/EFT SYSTEMS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	180	60	120	59	41	28	24	15	13
ATM									
YES	30.6	50.0	20.8	15.3	24.4	25.0	45.8	60.0	69.2
NO	69.4	50.0	79.2	84.7	75.6	75.0	54.2	40.0	30.8
TOTAL	153	49	104	50	34	28	19	11	11
EFT									
YES	15.0	28.6	8.7	6.0	5.9	14.3	26.3	18.2	63.6
NO	85.0	71.4	91.3	94.0	94.1	85.7	73.7	81.8	36.4

NOTE DATA ONLY FOR COMPANIES NOT HAVING ATM OR EFT SYSTEMS

SOURCE FOOD MARKETING INSTITUTE

TABLE 102A
NUMBER OF SUPERMARKETS OWNED/LEASED

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	11,546	285	2,271	2,024	576	2,315	442	560	2,777	296
SUPERMARKETS OWNED	7.7	18.9	1.7	8.2	4.3	4.2	55.2	6.8	7.9	3.4
SUPERMARKETS LEASED FROM A SUBSIDIARY	3.6	6.0	3.1	5.3	13.0	3.1	5.4	1.1	1.6	0
SUPERMARKETS LEASED FROM ANOTHER COMPANY	88.7	75.1	95.2	86.5	82.6	92.7	39.4	92.1	90.5	96.6

NOTE: UNWEIGHTED DATA

TABLE 102B
NUMBER OF SUPERMARKETS OWNED/LEASED

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	11,546	11,295	251	43	92	329	609	778	9,695
SUPERMARKETS OWNED	7.7	6.9	43.0	55.8	50.0	29.2	15.4	11.3	5.6
SUPERMARKETS LEASED FROM A SUBSIDIARY	3.6	3.3	16.3	11.6	12.0	11.6	8.2	8.1	2.6
SUPERMARKETS LEASED FROM ANOTHER COMPANY	88.7	89.7	40.6	32.6	38.0	59.3	76.4	80.6	91.8

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 103A
PERCENTAGE OF FIXED ASSET DOLLARS ON A TYPICAL NET BALANCE SHEET

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL IN MILLIONS OF DOLLARS	4,307	75	393	815	104	879	110	337	1,426	167
SUPERMARKET BUILDINGS	22.4	31.9	8.9	18.2	4.7	13.3	9.6	43.3	31.6	17.7
DISTRIBUTION CENTER BUILDINGS	8.6	6.0	10.4	7.5	6.9	14.2	18.0	10.9	3.3	16.9
STORE EQUIPMENT	58.0	48.0	66.1	59.7	79.2	59.5	61.2	40.4	57.2	53.1
DISTRIBUTION CENTER EQUIPMENT	5.9	6.1	12.0	6.4	5.4	9.5	6.9	2.4	2.7	3.1
VEHICLES	5.1	7.0	2.6	8.2	3.8	3.5	4.2	3.0	5.1	9.1

NOTE UNWEIGHTED DATA

TABLE 103B
PERCENTAGE OF FIXED ASSET DOLLARS ON A TYPICAL NET BALANCE SHEET

		RETAIL AFFIL		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL IN MILLIONS OF DOLLARS	4,307	4,230	76	10	16	86	236	436	3,523
SUPERMARKET BUILDINGS	22.4	22.4	22.4	33.6	24.4	24.7	17.0	22.1	22.7
DISTRIBUTION CENTER BUILDINGS	8.6	8.7	2.2	1.7	3	1.7	7.6	17.0	7.9
STORE EQUIPMENT	58.0	57.7	72.3	61.0	73.4	71.1	68.2	49.9	57.9
DISTRIBUTION CENTER EQUIPMENT	5.9	6.0	6	4	4	4	4.0	6.3	6.1
VEHICLES	5.1	5.1	2.5	3.4	1.6	2.1	3.2	4.7	5.4

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 104A
RATIO OF SUPERMARKET EQUIPMENT TO BUILDINGS

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	2.1	1.7	5.0	8239
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	1.0	.6	2.6	15
10 - 30 MILLION	2.7	1.3	7.0	31
31 - 100 MILLION	3.1	.8	4.1	202
101 - 250 MILLION	3.9	2.1	14.0	358
251 - 500 MILLION	2.1	1.1	8.1	590
OVER 500 MILLION	2.1	1.7	5.0	7043
RETAIL AFFILIATION				
CHAIN	2.1	1.7	5.0	8130
INDEPENDENT	1.9	1.2	3.3	109

NOTE: DATA WEIGHTED BY TOTAL NUMBER OF STORES

TABLE 104B
RATIO OF DISTRIBUTION CENTER EQUIPMENT TO BUILDINGS

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	0.8	0.3	1.8	8541
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION				2
10 - 30 MILLION	1.4	1.4	1.4	5
31 - 100 MILLION	.3	.3	.4	14
101 - 250 MILLION	.5	.4	.8	256
251 - 500 MILLION	.3	.2	.6	583
OVER 500 MILLION	.8	.3	1.8	7681
RETAIL AFFILIATION				
CHAIN	.8	.3	1.8	8518
INDEPENDENT	.3	.3	.4	23

NOTE: DATA WEIGHTED BY TOTAL NUMBER OF STORES

TABLE 104C
RATIO OF VEHICLES TO DISTRIBUTION CENTER BUILDINGS

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	0.5	0.2	0.7	8548
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	.2	.2	.5	3
10 - 30 MILLION	.7	.7	.7	5
31 - 100 MILLION	.2	.2	.6	20
101 - 250 MILLION	.4	.1	.4	256
251 - 500 MILLION	.1	.1	.4	583
OVER 500 MILLION	.5	.2	.7	7681
RETAIL AFFILIATION				
CHAIN	.5	.2	.7	8518
INDEPENDENT	.5	.2	.6	30

NOTE: DATA WEIGHTED BY TOTAL NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE

TABLE 105A

PERCENT CHANGING DEPRECIATION METHODS -- TAX TO FINANCIAL REPORTING

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
SUPERMARKET BUILDINGS	84	7	11	23	4	15	8	5	10	1
STRAIGHT LINE TO ACCELERATED	0	0	0	0	0	0	0	0	0	
ACCELERATED TO STRAIGHT LINE	33.3	14.3	54.5	34.8	0	20.0	25.0	60.0	40.0	
STRAIGHT LINE TO STRAIGHT LINE	42.9	57.1	18.2	52.2	25.0	66.7	50.0	0	30.0	
ACCELERATED TO ACCELERATED	16.7	14.3	9.1	8.7	50.0	13.3	25.0	20.0	30.0	
MISCELLANEOUS	7.1	14.3	18.2	4.3	25.0	0	0	20.0	0	
DISTRIBUTION CENTER BUILDINGS	55	2	9	16	3	12	4	3	5	1
STRAIGHT LINE TO ACCELERATED	1.8	0	0	6.3	0	0	0	0	0	
ACCELERATED TO STRAIGHT LINE	45.5	0	55.6	50.0	0	41.7	25.0	100.0	40.0	
STRAIGHT LINE TO STRAIGHT LINE	27.3	50.0	11.1	37.5	0	33.3	25.0	0	40.0	
ACCELERATED TO ACCELERATED	21.8	50.0	22.2	6.3	66.7	25.0	50.0	0	20.0	
MISCELLANEOUS	3.6	0	11.1	0	33.3	0	0	0	0	
STORE EQUIPMENT	139	17	18	36	9	26	13	7	12	1
STRAIGHT LINE TO ACCELERATED	7	0	0	0	0	0	7.7	0	0	
ACCELERATED TO STRAIGHT LINE	36.0	11.8	50.0	36.1	33.3	34.6	30.8	71.4	33.3	
STRAIGHT LINE TO STRAIGHT LINE	24.5	47.1	27.8	22.2	0	26.9	15.4	28.6	16.7	
ACCELERATED TO ACCELERATED	33.8	29.4	16.7	36.1	66.7	34.6	38.5	0	50.0	
MISCELLANEOUS	5.0	11.8	5.6	5.6	0	3.8	7.7	0	0	
DISTRIBUTION CENTER EQUIPMENT	61	3	9	17	5	12	5	5	4	1
STRAIGHT LINE TO ACCELERATED	0	0	0	0	0	0	0	0	0	
ACCELERATED TO STRAIGHT LINE	60.7	33.3	55.6	64.7	40.0	66.7	40.0	100.0	50.0	
STRAIGHT LINE TO STRAIGHT LINE	11.5	33.3	11.1	23.5	0	8.3	0	0	0	
ACCELERATED TO ACCELERATED	26.2	33.3	22.2	11.8	60.0	25.0	60.0	0	50.0	
MISCELLANEOUS	1.6	0	11.1	0	0	0	0	0	0	
VEHICLES	115	9	14	33	6	24	10	6	12	1
STRAIGHT LINE TO ACCELERATED	0	0	0	0	0	0	0	0	0	
ACCELERATED TO STRAIGHT LINE	33.9	0	35.7	30.3	50.0	37.5	20.0	83.3	33.3	
STRAIGHT LINE TO STRAIGHT LINE	35.7	66.7	35.7	45.5	16.7	29.2	30.0	16.7	25.0	
ACCELERATED TO ACCELERATED	25.2	22.2	7.1	21.2	33.3	29.2	50.0	0	41.7	
MISCELLANEOUS	5.2	11.1	21.4	3.0	0	4.2	0	0	0	

NOTE UNWEIGHTED DATA

TABLE 105B

PERCENT CHANGING DEPRECIATION METHODS -- TAX TO FINANCIAL REPORTING

	ALL COMPANIES	RETAIL AFFIL: CHAIN	INDEPENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
SUPERMARKET BUILDINGS	84	56	28	9	9	18	11	11	26
STRAIGHT LINE TO ACCELERATED	0	0	0	0	0	0	0	0	0
ACCELERATED TO STRAIGHT LINE	33.3	44.6	10.7	0	0	27.8	18.2	63.6	53.8
STRAIGHT LINE TO STRAIGHT LINE	42.9	30.4	67.9	88.9	77.8	44.4	45.5	27.3	19.2
ACCELERATED TO ACCELERATED	16.7	19.6	10.7	11.1	0	22.2	27.3	9.1	19.2
MISCELLANEOUS	7.1	5.4	10.7	0	22.2	5.6	9.1	0	7.7
DISTRIBUTION CENTER BUILDINGS	55	47	8	1	1	5	8	12	28
STRAIGHT LINE TO ACCELERATED	1.8	2.1	0			0	0	0	3.6
ACCELERATED TO STRAIGHT LINE	45.5	51.1	12.5			0	25.0	66.7	50.0
STRAIGHT LINE TO STRAIGHT LINE	27.3	21.3	62.5			60.0	37.5	25.0	17.9
ACCELERATED TO ACCELERATED	21.8	21.3	25.0			40.0	37.5	8.3	21.4
MISCELLANEOUS	3.6	4.3	0			0	0	0	7.1
STORE EQUIPMENT	139	78	61	25	21	29	20	17	27
STRAIGHT LINE TO ACCELERATED	7	0	1.6	0	4.8	0	0	0	0
ACCELERATED TO STRAIGHT LINE	36.0	52.6	14.8	8.0	19.0	20.7	45.0	76.5	59.3
STRAIGHT LINE TO STRAIGHT LINE	24.5	9.0	44.3	64.0	33.3	17.2	5.0	5.9	14.8
ACCELERATED TO ACCELERATED	33.8	35.9	31.1	20.0	42.9	51.7	45.0	17.6	22.2
MISCELLANEOUS	5.0	2.6	8.2	8.0	0	10.3	5.0	0	3.7
DISTRIBUTION CENTER EQUIPMENT	61	54	7	0	1	7	11	14	28
STRAIGHT LINE TO ACCELERATED	0	0	0	-		0	0	0	0
ACCELERATED TO STRAIGHT LINE	60.7	64.8	28.6	-		42.9	63.6	71.4	57.1
STRAIGHT LINE TO STRAIGHT LINE	11.5	11.1	14.3	-		14.3	0	14.3	14.3
ACCELERATED TO ACCELERATED	26.2	22.2	57.1	-		42.9	36.4	14.3	25.0
MISCELLANEOUS	1.6	1.9	0			0	0	0	3.6
VEHICLES	115	68	47	17	14	21	18	17	28
STRAIGHT LINE TO ACCELERATED	0	0	0	0	0	0	0	0	0
ACCELERATED TO STRAIGHT LINE	33.9	48.5	12.8	5.9	14.3	19.0	33.3	64.7	53.6
STRAIGHT LINE TO STRAIGHT LINE	35.7	23.5	53.2	64.7	42.9	47.6	33.3	23.5	14.3
ACCELERATED TO ACCELERATED	25.2	23.5	27.7	23.5	42.9	23.8	33.3	5.9	25.0
MISCELLANEOUS	5.2	4.4	6.4	5.9	0	9.5	0	5.9	7.1

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 106A

TAX REPORTING FOR ITEMS PURCHASED BEFORE ERTA -- PERCENTAGE AND YEARS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
SUPERMARKET BUILDINGS	90	8	11	25	4	17	8	5	11	1
STRAIGHT LINE	45.6	62.5	18.2	56.0	25.0	70.6	50.0	0	27.3	
LENGTH OF LIFE	26.6	26.7	21.5	30.3	25.0	23.4	32.0	-	25.0	
ACCELERATED	47.8	25.0	63.6	40.0	50.0	29.4	50.0	80.0	72.7	
LENGTH OF LIFE	26.2	24.3	27.1	24.5	25.0	29.4	23.0	28.3	27.5	
MIXTURE	6.7	12.5	18.2	4.0	25.0	0	0	20.0	0	
LENGTH OF LIFE	23.3	30.0	22.5	22.5	22.5	-	-	20.0	-	
DISTRIBUTION CENTER BUILDINGS	55	2	9	16	3	12	4	3	5	1
STRAIGHT LINE	29.1		22.2	37.5	0	33.3	25.0	0	40.0	
LENGTH OF LIFE	28.2		37.5	28.8	-	28.9	30.0	-	22.0	
ACCELERATED	61.3		66.7	62.5	66.7	66.7	75.0	100.0	60.0	
LENGTH OF LIFE	32.3		28.8	34.3	35.0	32.1	28.3	28.3	33.3	
MIXTURE	9.6		11.1	0	33.3	0	0	0	0	
LENGTH OF LIFE	21.3		20.0	-	22.5	-	-	-	-	
STORE EQUIPMENT	149	17	18	38	10	30	13	7	15	1
STRAIGHT LINE	28.2	47.1	27.8	28.9	10.0	30.0	23.1	28.6	20.0	
LENGTH OF LIFE	8.1	7.3	9.5	8.2	7.0	7.5	6.3	9.0	8.3	
ACCELERATED	67.8	41.2	66.7	68.4	90.0	66.7	69.2	71.4	80.0	
LENGTH OF LIFE	7.6	7.4	7.6	7.9	7.6	7.3	7.7	7.8	7.5	
MIXTURE	4.0	11.8	5.6	2.6	0	3.3	7.7	0	0	
LENGTH OF LIFE	6.6	6.3	6.0	7.0	-	7.5	6.5	-	-	
DISTRIBUTION CENTER EQUIPMENT	63	3	9	17	5	13	5	5	5	1
STRAIGHT LINE	12.7	33.3	11.1	23.5	0	15.4	0	0	0	
LENGTH OF LIFE	9.3	10.0	11.0	8.8	-	11.0	-	-	-	
ACCELERATED	85.7	66.7	77.8	76.5	100.0	84.6	100.0	100.0	100.0	
LENGTH OF LIFE	7.4	6.5	7.5	7.6	6.9	6.8	7.4	7.8	8.7	
MIXTURE	1.6	0	11.1	0	0	0	0	0	0	
LENGTH OF LIFE	6.0	-	6.0	-	-	-	-	-	-	
VEHICLES	121	9	14	34	7	25	10	6	15	1
STRAIGHT LINE	37.2	66.7	35.7	47.1	28.6	32.0	30.0	16.7	26.7	
LENGTH OF LIFE	4.0	3.3	4.4	4.0	3.5	4.0	4.3	8.0	3.5	
ACCELERATED	58.7	22.2	50.0	50.0	71.4	64.0	70.0	83.3	73.3	
LENGTH OF LIFE	4.2	3.0	3.8	4.5	4.7	3.8	4.0	3.8	4.6	
MIXTURE	4.1	11.1	14.3	2.9	0	4.0	0	0	0	
LENGTH OF LIFE	4.1	3.0	4.5	5.0	-	3.5	-	-	-	

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 1068

TAX REPORTING FOR ITEMS PURCHASED BEFORE ERTA -- PERCENTAGE AND YEARS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
SUPERMARKET BUILDINGS	90	58	32	12	10	19	12	11	26
STRAIGHT LINE	49.6	32.8	68.8	83.3	80.0	47.4	50.0	27.3	19.2
LENGTH OF LIFE	26.6	27.7	25.4	28.3	27.1	20.6	29.0	27.5	30.3
ACCELERATED	47.8	62.1	21.9	16.7	.0	47.4	41.7	72.7	73.1
LENGTH OF LIFE	26.2	26.6	24.3	22.5	-	21.7	28.0	27.7	27.9
MIXTURE	6.7	5.2	9.4	.0	20.0	5.3	8.3	.0	7.7
LENGTH OF LIFE	23.3	24.2	22.5	-	21.3	25.0	30.0	-	21.3
DISTRIBUTION CENTER BUILDINGS	55	47	8	1	1	5	8	12	28
STRAIGHT LINE	29.1	23.4	62.5			60.0	37.5	33.3	17.9
LENGTH OF LIFE	28.2	34.3	12.9			17.5	35.0	31.3	30.5
ACCELERATED	67.3	72.3	37.5			40.0	62.5	66.7	75.0
LENGTH OF LIFE	32.3	32.7	28.3			32.5	33.0	35.1	31.8
MIXTURE	3.6	4.3	.0			.0	.0	.0	7.1
LENGTH OF LIFE	21.3	21.3	-			-	-	-	21.3
STORE EQUIPMENT	149	81	68	27	23	31	22	18	28
STRAIGHT LINE	28.2	9.9	50.0	66.7	43.5	19.4	9.1	11.1	14.3
LENGTH OF LIFE	8.1	9.6	7.7	8.0	7.8	7.0	9.0	5.5	10.9
ACCELERATED	67.8	87.7	44.1	29.6	56.5	71.0	86.4	88.9	82.1
LENGTH OF LIFE	7.6	7.7	7.3	6.6	7.2	7.5	7.7	8.3	7.6
MIXTURE	4.0	2.5	5.9	3.7	0	9.7	4.5	.0	3.6
LENGTH OF LIFE	6.6	6.8	6.5	7.5	-	6.2	7.5	-	6.0
DISTRIBUTION CENTER EQUIPMENT	63	56	7	0	1	7	12	14	29
STRAIGHT LINE	12.7	12.5	14.3	-		14.3	8.3	14.3	13.8
LENGTH OF LIFE	9.9	9.9	-	-		-	10.0	7.0	11.4
ACCELERATED	85.7	85.7	85.7	-		85.7	91.7	85.7	82.8
LENGTH OF LIFE	7.4	7.7	5.7	-		5.1	8.4	7.7	7.5
MIXTURE	1.6	1.8	.0	-		.0	.0	.0	3.4
LENGTH OF LIFE	6.0	6.0	-	-		-	-	-	6.0
VEHICLES	121	70	51	19	15	21	19	18	29
STRAIGHT LINE	37.2	24.3	54.9	63.2	46.7	47.6	36.8	27.8	13.8
LENGTH OF LIFE	4.0	4.1	4.0	4.4	4.0	3.2	3.9	4.8	4.0
ACCELERATED	58.7	72.9	39.2	31.6	53.3	42.9	63.2	66.7	82.8
LENGTH OF LIFE	4.2	4.2	4.2	4.2	4.5	3.3	3.8	4.5	4.3
MIXTURE	4.1	2.9	5.3	5.3	0	9.5	.0	5.6	3.4
LENGTH OF LIFE	4.1	5.0	3.5	3.5	-	3.5	-	5.0	5.0

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 107A

FINANCIAL REPORTING FOR ITEMS PURCHASED BEFORE ERTA -- PERCENTAGE AND YEARS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
SUPERMARKET BUILDINGS	86	7	12	23	4	16	8	5	10	1
STRAIGHT LINE	80.2	85.7	83.3	87.0	50.0	87.5	75.0	60.0	70.0	
LENGTH OF LIFE	27.6	28.0	25.5	31.5	30.0	22.5	26.7	34.3	25.7	
ACCELERATED	16.3	14.3	8.3	8.7	50.0	12.5	25.0	20.0	30.0	
LENGTH OF LIFE	29.8	33.5	40.0	19.0	25.0	37.5	30.0	30.0	30.0	
MIXTURE	3.5	0	8.3	4.3	0	0	0	20.0	0	
LENGTH OF LIFE	22.5	-	25.0	22.5	-	-	-	25.0	-	
DISTRIBUTION CENTER BUILDINGS	55	2	9	16	3	12	4	3	5	1
STRAIGHT LINE	78.2		77.8	93.8	33.3	75.0	50.0	100.0	80.0	
LENGTH OF LIFE	31.6		32.1	33.7	35.0	31.5	30.0	31.0	26.0	
ACCELERATED	21.8		22.2	6.3	66.7	25.0	50.0	0	20.0	
LENGTH OF LIFE	35.6		32.5	40.0	35.0	34.2	30.0	-	40.0	
MIXTURE	0		0	0	0	0	0	0	0	
LENGTH OF LIFE	-		-	-	-	-	-	-	-	
STORE EQUIPMENT	141	17	18	36	10	27	13	7	12	1
STRAIGHT LINE	63.1	64.7	83.3	61.1	40.0	63.0	46.2	100.0	50.0	
LENGTH OF LIFE	8.5	7.4	8.9	9.1	8.6	7.9	7.9	9.0	9.9	
ACCELERATED	34.0	29.4	16.7	36.1	60.0	33.3	46.2	0	50.0	
LENGTH OF LIFE	7.7	7.3	7.8	7.5	7.8	7.6	8.3	-	7.8	
MIXTURE	2.8	5.9	0	2.8	0	3.7	7.7	0	0	
LENGTH OF LIFE	6.6	5.0	-	7.5	-	7.5	6.5	-	-	
DISTRIBUTION CENTER EQUIPMENT	62	3	9	17	6	12	5	5	4	1
STRAIGHT LINE	74.2	66.7	77.8	88.2	50.0	75.0	40.0	100.0	50.0	
LENGTH OF LIFE	8.5	7.5	8.7	8.6	7.0	8.7	6.3	9.0	8.8	
ACCELERATED	25.8	33.3	22.2	11.8	50.0	25.0	60.0	0	50.0	
LENGTH OF LIFE	8.0	8.0	8.3	7.5	7.8	7.7	8.3	-	8.3	
MIXTURE	0	0	0	0	0	0	0	0	0	
LENGTH OF LIFE	-	-	-	-	-	-	-	-	-	
VEHICLES	116	9	14	33	7	24	10	6	12	1
STRAIGHT LINE	71.6	66.7	78.6	78.8	71.4	66.7	50.0	100.0	58.3	
LENGTH OF LIFE	4.4	3.3	4.1	4.5	4.6	4.2	4.5	5.7	4.6	
ACCELERATED	25.0	22.2	7.1	21.2	28.6	29.2	50.0	0	41.7	
LENGTH OF LIFE	4.5	3.0	3.0	5.2	4.0	4.6	4.2	-	4.8	
MIXTURE	3.4	11.1	14.3	0	0	4.2	0	0	0	
LENGTH OF LIFE	4.1	3.0	5.0	-	-	3.5	-	-	-	

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 1078

FINANCIAL REPORTING FOR ITEMS PURCHASED BEFORE ERTA -- PERCENTAGE AND YEARS

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
SUPERMARKET BUILDINGS	86	58	28	9	9	18	13	11	26
STRAIGHT LINE	80.2	81.0	78.6	88.9	77.8	72.2	76.9	90.9	80.8
LENGTH OF LIFE	27.6	28.1	26.4	31.3	27.1	21.4	26.1	32.7	28.8
ACCELERATED	16.3	19.0	10.7	11.1	0	22.2	23.1	9.1	19.2
LENGTH OF LIFE	29.8	30.6	26.7	30.0	-	24.5	33.3	30.0	31.7
MIXTURE	3.5	0	10.7	0	22.2	5.6	0	0	0
LENGTH OF LIFE	22.5	-	22.5	-	21.3	25.0	-	-	-
DISTRIBUTION CENTER BUILDINGS	55	47	8	1	1	5	8	12	28
STRAIGHT LINE	78.2	78.7	75.0	-	-	60.0	62.5	91.7	78.6
LENGTH OF LIFE	31.6	34.0	14.3	-	-	17.5	37.5	33.5	32.2
ACCELERATED	21.8	21.3	25.0	-	-	40.0	37.5	8.3	21.4
LENGTH OF LIFE	35.6	36.3	32.5	-	-	32.5	36.7	30.0	37.1
MIXTURE	0	0	0	-	-	0	0	0	0
LENGTH OF LIFE	-	-	-	-	-	-	-	-	-
STORE EQUIPMENT	141	79	62	25	21	29	21	18	27
STRAIGHT LINE	63.1	64.6	61.3	72.0	52.4	41.4	57.1	83.3	77.8
LENGTH OF LIFE	8.5	8.9	8.0	8.3	7.9	7.4	8.3	9.4	9.1
ACCELERATED	34.0	35.4	32.3	20.0	47.6	51.7	42.9	16.7	22.2
LENGTH OF LIFE	7.7	8.1	7.2	6.1	7.5	7.6	8.3	8.2	8.1
MIXTURE	2.8	0	6.5	8.0	0	6.9	0	0	0
LENGTH OF LIFE	6.6	-	6.6	7.5	-	5.8	-	-	-
DISTRIBUTION CENTER EQUIPMENT	62	55	7	0	1	7	11	15	28
STRAIGHT LINE	74.2	78.2	42.9	-	-	57.1	63.6	86.7	75.0
LENGTH OF LIFE	8.5	8.6	5.5	-	-	4.7	9.0	8.5	9.0
ACCELERATED	25.8	21.8	57.1	-	-	42.9	36.4	13.3	25.0
LENGTH OF LIFE	8.0	8.1	5.8	-	-	5.5	9.5	8.5	8.0
MIXTURE	0	0	0	-	-	0	0	0	0
LENGTH OF LIFE	-	-	-	-	-	-	-	-	-
VEHICLES	116	69	47	13	14	21	18	18	28
STRAIGHT LINE	71.6	75.4	66.0	70.6	57.1	66.7	66.7	94.4	71.4
LENGTH OF LIFE	4.4	4.6	4.0	4.5	3.9	3.3	3.9	5.1	4.9
ACCELERATED	25.0	23.2	27.7	23.5	42.9	23.8	33.3	5.6	25.0
LENGTH OF LIFE	4.5	4.6	4.3	3.7	4.8	3.0	4.5	7.0	5.1
MIXTURE	3.4	1.4	6.4	5.9	0	9.5	0	0	3.6
LENGTH OF LIFE	4.1	6.0	3.5	3.5	-	3.5	-	-	6.0

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE

TABLE 108A

PERCENT CITING TAX CONCERNS EXCLUSIVE OF RATES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	113	11	14	29	9	22	9	7	12	
COMPLEXITY	33.3	3	49.5	4.1	8.4	18.8	87.8	0	58.8	
EXPENSES/COMPENSATION	1.3	0	0	4.6	0	2.1	1.5	0	2	
TAX CREDITS	37.9	5.3	32.1	80.7	81.0	23.4	0	5.3	26.6	
LIFO	20.9	7.0	3.1	9.1	22.7	52.6	7.4	94.0	8.6	
RECORD MAINTENANCE	7.4	29.4	0	7.8	8.0	14.9	0	7.4	5.4	
941	1.1	0	2.7	3.4	0	3	0	0	0	
DEPRECIATION	25.9	29.4	1.4	74.0	0	2.3	63.2	3	27.2	
MISCELLANEOUS	8.6	2.2	49.3	5	1	6.6	8.3	1	0	
NONE	3.7	55.8	10.6	0	10.5	6	2.4	3	0	

NOTE DATA WEIGHTED BY SALES

TABLE 108B

PERCENT CITING TAX CONCERNS EXCLUSIVE OF RATES

		RETAIL AFFIL.		1982 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	113	61	52	19	20	24	14	14	22
COMPLEXITY	33.3	33.9	9.4	24.1	27.4	15.5	10.6	22.7	35.1
EXPENSES/COMPENSATION	1.3	1.2	3.8	10.3	6.9	6.9	17.0	0	.8
TAX CREDITS	37.9	38.8	4.4	0	0	6.6	23.5	12.8	40.9
LIFO	20.9	20.8	22.5	0	11.7	45.7	24.6	34.3	19.4
RECORD MAINTENANCE	7.4	6.3	48.2	0	9.4	19.2	0	28.9	5.9
941	1.1	1.1	2.0	0	0	7.0	0	16.0	0
DEPRECIATION	25.9	26.6	1.1	0	6.8	0	14.3	14.3	27.7
MISCELLANEOUS	8.6	8.6	7.6	46.9	9.9	11.4	5.2	0	9.2
NONE	3.7	3.6	6.6	26.0	33.1	3.3	20.4	0	3.3

NOTE DATA WEIGHTED BY SALES

SOURCE FOOD MARKETING INSTITUTE

TABLE 109A
EFFECTS OF 1981 ECONOMIC RECOVERY TAX ACT

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	116	13	14	31	9	20	10	8	11	-
ACRS/DEPRECIATION/CASH FLOW	39.0	13.3	1.2	70.8	87.0	8.1	84.9	5.9	36.6	-
EXPANSION	4.9	3	1	5.7	60.4	.7	.7	3	0	-
READJUSTED RECORDS	35.3	0	62.5	6.1	0	32.6	10.1	0	59.3	-
ERTA/CREDIT	.6	0	0	0	0	0	0	9.5	0	-
LITTLE OR NO EFFECT	15.6	86.4	1.2	17.3	11.0	69.8	31.4	7.6	4.3	-
NEGATIVE	6.7	0	43.3	6	0	0	0	0	0	-
MISCELLANEOUS	6.7	2.0	3.1	1	0	13.9	3.6	76.7	0	-

NOTE DATA WEIGHTED BY SALES

TABLE 109B
EFFECTS OF 1981 ECONOMIC RECOVERY TAX ACT

	ALL COMPANIES	RETAIL AFFIL: CHAIN	INDE-PENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	116	59	57	24	20	22	12	15	23
ACRS/DEPRECIATION/CASH FLOW	39.0	39.4	23.1	42.1	39.1	33.3	27.4	17.3	41.0
EXPANSION	4.9	4.8	9.5	11.4	14.9	18.0	.0	17.2	3.8
READJUSTED RECORDS	35.3	36.2	2.7	3.4	0	4.3	12.5	27.1	37.4
ERTA/CREDIT	.6	.6	0	0	0	0	0	8.9	0
LITTLE OR NO EFFECT	15.6	14.2	66.6	43.1	47.2	44.2	53.9	24.0	13.2
NEGATIVE	6.7	6.9	.6	0	3.6	7.8	.0	.0	7.4
MISCELLANEOUS	6.7	6.7	6.1	6.0	3.8	12.4	6.2	5.4	6.7

NOTE DATA WEIGHTED BY SALES

TABLE 110A
WHO USUALLY CALCULATES COMPANY'S TAXES

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS: NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	156	16	20	42	11	30	11	8	17	1
IN-HOUSE TAX EXPERT/ DEPARTMENT	34.0	18.8	30.0	38.1	27.2	36.7	27.3	50.0	35.3	
ACCOUNTING FIRMS	61.5	75.0	65.0	59.5	63.6	56.7	63.6	50.0	64.7	
OTHER	4.5	6.3	5.0	2.4	9.1	6.7	9.1	-	-	

NOTE UNWEIGHTED DATA

TABLE 110B
WHO USUALLY CALCULATES COMPANY'S TAXES

	ALL COMPANIES	RETAIL AFFIL: CHAIN	INDE-PENDENT	1982 RETAIL SALES (IN MILLIONS OF DOLLARS): UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	156	79	77	33	25	31	23	17	27
IN-HOUSE TAX EXPERT/ DEPARTMENT	34.0	50.6	16.9	12.1	12.0	29.0	26.1	52.9	81.5
ACCOUNTING FIRMS	61.5	46.8	76.6	78.8	84.0	67.7	69.6	41.2	18.5
OTHER	4.5	2.5	6.5	9.1	4.0	3.2	4.3	5.9	-

NOTE UNWEIGHTED DATA

SOURCE FOOD MARKETING INSTITUTE

TABLE 111

OPERATING RESULTS

(Current & Historical)

	1975	1976	1977	1978	1979	1980	1981	1982
Profit								
Gross Profit with Warehouse	22.3%	22.2%	22.0%	22.6%	22.3%	22.4%	23.0%	23.4%
Gross Profit without Warehouse	19.3	20.0	19.7	21.0	20.5	20.9	20.9	21.2
Store Door Margin	18.6	18.6	18.5	18.9	18.9	18.7	18.8	19.2
Net Profit (before taxes	1.5	1.3	1.4	1.7	1.9	1.5	1.4	1.5
Expenses								
Store Labor	8.1	8.3	8.4	8.5	8.3	8.4	8.5	8.8
Fringe Benefits	1.4	1.5	1.7	2.0	1.8	1.9	2.0	2.1
Store Supply	0.9	0.9	0.9	0.9	0.9	1.0	0.9	0.9
Rent and Real Estate	1.3	1.3	1.3	1.3	1.2	1.3	1.3	1.4
Utilities	0.9	0.9	0.9	1.0	1.0	1.0	1.1	1.2
Grocery Department Shrink	0.8	0.6	0.5	0.5	0.5	0.5	0.5	0.5

Source: Operations Review 1975-1982

TABLE 112

PERCENT OF DISPOSABLE INCOME SPENT ON FOOD

	All Food	Food at Home	Food Away from Home
1982	16.1%	11.8%	4.4%
1981	16.7	12.3	4.5
1980	16.6	12.2	4.4
1979	16.5	12.4	4.1
1978	16.5	12.2	4.3
1977	16.7	12.5	4.1
1976	16.8	12.7	4.1
1975	17.1	13.0	4.1

Source: U.S. Department of Agriculture
Economics, Statistics, & Cooperatives Service

TABLE 113

CONSUMER PRICE INDEX*

Annual Average

	ALL ITEMS		FOOD AT HOME		FOOD AWAY FROM HOME	
	C P I	Percent Change	C P I	Percent Change	C P I	Percent Change
1982	289.1	6.1	279.2	3.4	306.5	5.3
1981	272.4	10.4	269.9	7.3	291.0	9.0
1980	246.8	13.5	251.5	8.0	267.0	9.9
1979	217.4	11.3	232.9	10.8	242.9	11.2
1978	195.4	7.7	210.2	10.5	218.4	9.0
1977	181.5	6.5	190.2	6.0	200.3	7.5
1976	170.5	5.8	179.5	2.1	186.4	7.0
1975	161.2	9.4	175.8	8.3	174.3	9.3

*1967 = 100

Source: Consumer Price Index
Detailed Report for December
U.S. Department of Labor
Bureau of Labor Statistics

TABLE 114

HISTORICAL DATA

Average Percent Change in Retail Sales	
1981 vs. 1982	8.7%
1980 vs. 1981	9.5
1979 vs. 1980	14.1
1978 vs. 1979	15.0
1977 vs. 1978	13.1
1976 vs. 1977	9.5
1975 vs. 1976	8.7
1974 vs. 1975	14.8

Average Percent Change in Retail Sales-Identical Stores	
1981 vs. 1982	7.7%
1980 vs. 1981	8.1
1979 vs. 1980	11.4
1978 vs. 1979	11.7
1977 vs. 1978	11.8
1976 vs. 1977	8.0
1975 vs. 1976	6.7
1974 vs. 1975	11.4

Average Weekly Store Sales	
1982	$180,500
1981	159,000
1980	110,000
1979	110,000
1978	88,337
1977	75,000
1976	72,425
1975	68,000

Average Weekly Sales Per Square Foot	
1982	$7.90
1981	6.75
1980	6.94
1979	6.49
1978	6.17
1977	5.80
1976	5.50
1975	5.33

Average Sales Per Transaction	
1982	$14.33
1981	14.23
1980	12.10
1979	11.60
1978	10.28
1977	9.85
1976	9.39
1975	8.75

Average Number of Items in a Supermarket	
1982	$13,067
1981	12,877
1980	14,145
1979	12,745
1978	11,767
1976	9,000
1974	9,000
1969	8,000

Definitions

Chain — Retailers with eleven (11) or more supermarkets.

Delivery Cost — The total amount of delivery expense charged to the retail store operation, including salaries, fringe benefits including payroll taxes, equipment depreciation and rental, taxes and licenses, insurance, repairs, gas and oil, and operating supplies.

Fringe Benefits — The company's share of payroll taxes (including those payable under the Federal Insurance Contribution Act, state and federal unemployment compensation, Workers' Compensation), holiday and vacation pay, group insurance, pension, profitsharing, retirement, severance pay, and bonus unless it is a significant amount paid on a regular, recurring basis.

Identical Stores — Supermarkets in operation throughout the entire two-year period, 1980 and 1981.

Independent — Retailers with ten (10) or less supermarkets.

Scratch Rate — Percentage of items ordered from the distribution center but not shipped to the store.

Selling Area — Customer area of the store.

Shortage (Shrink) — Computed using the "retail method," it includes all inventory shortages, including disappearance, spoilage and damaged merchandise for which there is no supplier reimbursement. Shrink is reported at retail value as a percent of sales.

Store Door Margin — Gross profit after any wholesaler's fees minus warehouse, delivery, and headquarter's cost are deducted.

Store Labor Expense — The payment to all store personnel including the store manager, for straight and overtime wages and regular recurring bonus payments. Payments for sickness, absence, excused time off, training and commissions are included in this figure.

Store Rent and Real Estate — Rent paid for store building and parking lot, real estate taxes and insurance and amortization of lease-hold improvement.

Store Supplies — The expense incurred for checkout, wrapping and prepackaging supplies and maintenance supplies for cleaning, window washing, etc.

Supermarket — A retail food store with annual sales of at least $2 million a year.

- Conventional Supermarkets (under 30,000 total sq. ft.).
- Super Stores (over 30,000 total sq. ft., expanded food and non-food selection).
- Combination Stores (over 30,000 total sq. ft. and at least 25% of area in General Merchandise).
- Limited Assortment Stores (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment).

Warehouse Stores (uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service).

Utilities Expense The cost for heating, light, water and power.

Warehouse Cost The total amount of warehouse expense charged to the retail store operation, including such items as salaries, fringe benefits, warehouse rental, equipment rental or depreciation, utility cost and supplies.

Wholesaler: A company which reported wholesale sales in 1981 to supermarkets, institutions and/or businesses other than those owned by the company and primarily engaged in selling a general line of food and related products to food stores.

A. Cooperative:
(Independent)—Retailers who are stockholder members of cooperative wholesale buying groups.

B. Voluntary:
(Independent)—Retailers who belong to voluntary merchandising groups sponsored by wholesalers and who operate under a common name.

C. Unaffiliated:
(Independent)—Retailers who are not affiliated with either wholesale, cooperative or voluntary merchandising groups sponsored by wholesalers.

Region The geographic area in which the company headquarters is located. Listed below are the states which fall into each region.

Northeast
Connecticut
Maine
Massachusetts
New Hampshire
Rhode Island
Vermont

Middle Atlantic
New Jersey
New York
Pennsylvania

East North Central
Illinois
Indiana
Michigan
Ohio
Wisconsin

West North Central
Iowa
Kansas
Minnesota
Missouri
Nebraska
North Dakota
South Dakota

Southeast
Alabama
Delaware
District of Columbia
Florida
Georgia
Kentucky
Maryland
Mississippi
North Carolina
Puerto Rico
South Carolina
Tennessee
Virginia
West Virginia

West South Central
Arkansas
Louisiana
Oklahoma
Texas

Mountain
Arizona
Colorado
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Pacific
Alaska
California
Hawaii
Oregon
Washington

Canada

THE FMI DISTRIBUTION CENTER OPERATIONS QUESTIONNAIRE 1983

This questionnaire is part of FMI's annual industry study and is designed to provide descriptive and comparative information for this important segment of the food industry. Only with your participation and expertise can concise and representative data be developed. All information will be held in strictest confidence.

If you have any questions, please call the research department of FMI — (202) 452-8444.

A. General Operations

1. Is your company *primarily* a:

retailer? ..... ☐ 1
cooperative wholesaler? ..... ☐ 2
voluntary wholesaler? ..... ☐ 3
unaffiliated wholesaler? ..... ☐ 4

2. What were your company sales in (if 1982 figures are not yet available, please give an estimate):

1981? ..... $_____
1982? ..... $_____

3. How many supermarkets does your operation serve/own (a supermarket is a retail food store with annual sales of at least ~~two million~~ dollars)?

Own _____ supermarkets
Serve as a Wholesaler _____ supermarkets

4. What percentage of your total annual shipping volume in dollars is attributed to:

corporately owned stores? ..... _____ %
independent food stores? ..... _____ %
other food chains? ..... _____ %
convenience stores? ..... _____ %
restaurants? ..... _____ %
hospitals? ..... _____ %
schools? ..... _____ %
other _____ (please specify) _____ %
TOTAL 100 %

B. Fleet

5. Please complete the following chart to describe your company's fleet in 1982. If data are not available by category, please just complete the total column.

		Owned by Your Company	Leased Equipment	Total Operated by Your Company
Total Number of Trailers	Refrigerated			
	Dry			
Total Number of Tractc s	3-Axle			
	2-Axle			
Total Number of Truck Fleet Miles in 1982				
Total Dollar Amount Spent for Fuel (including tax)		$	$	$
Total Gallons Purchased				
Average Fleet Miles Per Gallon		mpg	mpg	mpg

6. How many drivers are normally employed by your company?

	Company	Hired Service
full-time	_____	_____
part-time	_____	_____

C. Dry Grocery Distribution Center/Section (excluding Cigarettes)

7. Please complete a separate line for *each* of your *Dry Grocery* distribution centers/sections:

Dry Grocery Distribution Center/ Section	Total Area in Sq. Ft.*	Type of Selection Method** (Circle)	Total No. of Employees in Distribution Center/ Section***	Average No. of Cases Shipped Per Typical Week	Average No. of Supermarkets Served Per Center	Average No. of Shifts Per Day	Average No. of Items Available	Average No. of Inventory Turns	Current Scratch Rate ****	Average No. of Inbound Truck Loads Per Week
#1		A B C							%	
#2		A B C							%	
#3		A B C							%	
#4		A B C							%	
#5		A B C							%	
#6		A B C							%	

Footnotes

* Total areas includes everything under roof such as receiving, storage and offices which are involved with Dry Grocery Distribution Center. Exclude manufacturing and parking.

** Select one *primary* method per center. **A,** *manual selection*; **B,** *select to conveyor*, or **C,** *automated selection*.

*** Please include all full-time and part-time Dry Grocery center employees, supervisors, loaders, maintenance, cleaners, clerical, etc., who work in the Dry Grocery distribution center/section. If personnel works in more than one section, please estimate the employees by fraction of time spent in each section. This includes direct and indirect labor.

**** Scratch rate is the percentage of items ordered but not shipped to the store.

D. Frozen Food Distribution Center/Section

8. Please complete a separate line for *each* of your *Frozen Food* distribution centers/sections:

Frozen Food Distribution Center/ Section	Total Area in Sq. Ft.*	Type of Selection Method** (Circle)	Total No. of Employees in Distribution Center/ Section***	Average No. of Cases Shipped Per Typical Week	Average No. of Supermarkets Served Per Center	Average No. of Shifts Per Day	Average No. of Items Available	Average No. of Inventory Turns	Current Scratch Rate ****	Average No. of Inbound Truck Loads Per Week
#1		A B C							%	
#2		A B C							%	
#3		A B C							%	

Footnotes

* Total area includes everything under roof such as receiving, storage and offices which are involved with Frozen Food Distribution Center. Exclude manufacturing and packing.

** Select one *primary* method per center. **A,** *manual selection*; **B,** *select to conveyor*, or **C,** *automated selection*.

*** Please include all full-time and part-time Frozen Food center employees, supervisors, loaders, maintenance, cleaners, clerical, etc., who work in the Frozen Food distribution center/section. If personnel works in more than one section, please estimate the employees by fraction of time spent in each section. This includes direct and indirect labor.

**** Scratch rate is the percentage of items ordered but not shipped to the store.

Average No. of Inbound Rail Cars Per Week	Average No. of Outbound Vehicle Loads Per Week	Average No. of Cases Stored and Replenished Per Direct Labor Hour*****	Average No. of Cases Selected Per Direct Labor Hour *****	Average No. of Cases Shipped Per Direct Labor Hour *****	Average No. of Cases Shipped Per Total Labor Hour ***	Average No. of Orders Processed Per Week	Average No. of Cases Received Per Direct Labor Hour *****	Average No. of Days Center Operates Per Week	Unionized Employees (Circle)
									Yes No
									Yes No
									Yes No
									Yes No
									Yes No
									Yes No

***** Only include direct labor hours used to perform that specific task. Direct labor is labor used to physically move merchandise through warehouse.

Average No. of Inbound Rail Cars Per Week	Average No. of Outbound Vehicle Loads Per Week	Average No. of Cases Stored and Replenished Per Direct Labor Hour *****	Average No. of Cases Selected Per Direct Labor Hour *****	Average No. of Cases Shipped Per Direct Labor Hour *****	Average No. of Cases Shipped Per Total Labor Hour ***	Average No. of Orders Processed Per Week	Average No. of Cases Received Per Direct Labor Hour *****	Average No. of Days Center Operates Per Week	Unionized Employees (Circle)
									Yes No
									Yes No
									Yes No

***** Only include direct labor hours used to perform that specific task. Direct labor is labor used to physically move merchandise through warehouse.

E. Traffic and Transportation

9. What percentage of *inbound* truck loads is delivered by:

_____	% suppliers' private carrier
_____	% common carrier (suppliers' and yours)
_____	% contract carrier (suppliers' and yours)
_____	% independent trucker (suppliers' and yours)
_____	% company trucks/backhaul
100%	TOTAL

10. What is the average number of miles per round trip per truck (include retail delivery and backhaul)?

_____ miles

11. What is the *average/longest* distance between your distribution center and the stores you serve by region?

	Average	Longest
Northeast	_____ miles	_____ miles
Middle Atlantic	_____ miles	_____ miles
East North Central	_____ miles	_____ miles
West North Central	_____ miles	_____ miles
Southeast	_____ miles	_____ miles
West South Central	_____ miles	_____ miles
Mountain	_____ miles	_____ miles
Pacific	_____ miles	_____ miles
Canada	_____ miles	_____ miles

B. Wholesale Operations

If you are a *wholesaler* please answer number 12.

12. Which of the following services do you provide to your retailers (please check as many as apply):

- advertising program ☐
- educational/training program ☐
- retail accounting service ☐
- member payroll ☐
- individual retail pricing program ☐
- real estate & store engineering ☐
- interior decor & design service ☐
- product movement data ☐
- equipment and fixture financing ☐
- lease financing ☐
- equipment procurement ☐
- gross margin report by item ☐
- handle private label ☐
- handle generic label ☐
- discount programs ☐
- space allocation ☐
- scanning support ☐
- DSD system ☐
- other ☐ (please specify)

THE FMI RETAIL OPERATIONS QUESTIONNAIRE 1983

This questionnaire is part of FMI's annual industry study. It is designed to track trends and development in the supermarket retail operations. We encourage your participation so that the results may be as representative as possible. All data will be held in strictest confidence.

If you have any questions, please call the research department of FMI — (202) 452-8444.

A. General Operations

1. How many *supermarkets* does your company operate (a supermarket is a retail food store with annual sales of at least *two million dollars*)? ..... _____ supermarkets

2. What were your retail supermarket sales in (if 1982 figures are not yet available, please give an estimate):

   1981 ..... $ _____
   1982 ..... $ _____

3. What were your sales for "identical stores" (those supermarkets which you had in operation throughout the entire two-year period, 1981 and 1982) for:

   1981 ..... $ _____
   1982 ..... $ _____

4. What percentage of your total supermarket sales in 1982 is accounted for by:

   _____ % General Merchandise
   _____ % HaBA
   100 % TOTAL

5. Using the definition that retail inventory shortage (shrink) is any unexplained loss, including losses due to theft of merchandise, incorrect pricing practices, breakage, salvage carelessness, negligence and error, what was your company's retail inventory shortage as percentage of sales in 1982? ..... _____ %

6. What percent of your operation is supplied by the following:

   own warehouse ..... _____ %
   voluntary wholesaler ..... _____ %
   cooperative wholesaler ..... _____ %
   unaffiliated wholesaler ..... _____ %
   direct vendor deliveries ..... _____ %
   TOTAL 100 %

7. In how many supermarkets are you currently operating a:

deli offering carry-out items?	_____ supermarkets	service meat?	_____ supermarkets
restaurant?	_____ supermarkets	fresh seafood?	_____ supermarkets
lunch counter/snack bar?	_____ supermarkets	pharmacy?	_____ supermarkets
floral/plant shop?	_____ supermarkets	scratch and/or bake-off bakery?	_____ supermarkets
beer?	_____ supermarkets	reading center?	_____ supermarkets
liquor?	_____ supermarkets	cosmetic center?	_____ supermarkets
wine?	_____ supermarkets	photographic service center?	_____ supermarkets
catering?	_____ supermarkets	courtesy booth?	_____ supermarkets

8. In how many supermarkets do you have a *leased* department for:

floral/plant shop	_____ supermarkets	meat	_____ supermarkets
photo finishing	_____ supermarkets	bakery	_____ supermarkets
cosmetics	_____ supermarkets	snack bar, restaurant	_____ supermarkets

9. Please provide **total company** data for the following items:
   a. What were your average ***weekly*** sales per supermarket in 1982? ..... $ _____
   b. What were your average ***weekly*** sales per checkout in 1982? ..... $ _____
   c. What was the average sale per customer transaction for your supermarkets in 1982? ..... $ _____
   d. What were your sales per labor hour for store employees in 1982? ..... $ _____
   e. What were your average ***weekly*** sales per square foot of selling areas in 1982 (divide average weekly sales for all your supermarkets in operation the entire year by the number of square feet of selling area—customer area—in those stores)? ..... $ _____
   f. What is the total size, in square feet, of your typical store? ..... _____ (square feet)
   g. What is the average retail price per item for all items sold in your supermarket during December, 1982? ..... $ _____
   h. On average, how many different items does your typical supermarket carry (count each brand, size, flavor, variety, type of meat cut, etc., as a separate item)? ..... _____ number of items

10. Please complete the following chart for **each type** of store you operate. If you do not operate a particular store type, enter NA.

	Conventional Supermarkets (30,000 and under total sq. ft.)	**Super Stores** (over 30,000 total sq. ft., expanded food and non-food selection)	**Combination Stores** (over 30,000 total sq. ft. and at least 25% of area in General Merchandise)	**Limited Assortment** (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment)	**Warehouse Stores** (uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service)
Number of Each Type of Store					
Average Weekly Sales per Store	$	$	$	$	$
Average Weekly Sales per Checkout	$	$	$	$	$
Average Sales per Customer Transaction	$	$	$	$	$
Sales per Labor Hour	$	$	$	$	$
Average Weekly Sales per Sq. Ft. of Selling Area	$	$	$	$	$
Average Total Size in Sq. Ft.	sq. ft.	sq. ft.	sq. ft.	sq. ft.	sq. ft.
Average Retail Price per Item	$	$	$	$	$
Average Number of Items Carried	items	items	items	items	items

B. Merchandising

11. In how many supermarkets are you currently using the following promotional techniques:
    - trading stamps? ..... _____ supermarkets
    - games? ..... _____ supermarkets
    - continuity programs? ..... _____ supermarkets
    - in-store coupons? ..... _____ supermarkets

12. What percentage of your *total* sales was spent on advertising by the company? ..... _____ %

13. What percentage of your advertising budget was spent on:
    - newspaper? ..... _____ %
    - radio? ..... _____ %
    - television? ..... _____ %
    - mailer/flyer? ..... _____ %
    - in-store coupons? ..... _____ %
    - billboards? ..... _____ %
    - other? ..... _____ %

    TOTAL 100 %

14. How many of your supermarkets are presently accepting credit cards:
    - for grocery items? ..... _____ supermarkets
    - for pharmaceutical items and/or non-foods? ..... _____ supermarkets

C. Scanning

15. By the end of 1982, will your company be 100% scanning? ..... yes ☐ no ☐

16. In how many stores are you *now* scanning? ..... _____ supermarkets

17. In how many stores are you scanning random weight items? ..... _____ supermarkets

18. In which of the following ways are you currently using your scanning POS data (please check as many as apply):

don't have scanners	☐	meat department analysis	☐
checker performance	☐	produce department analysis	☐
coupon accounting	☐	new product evaluation	☐
specials	☐	price elasticity	☐
work scheduling	☐	reordering	☐
shrink analysis	☐	not currently making use of available data	☐
shelf allocation	☐		

19. Do you have someone specifically responsible for the analysis of scanning data?
    don't have scanners ☐ yes ☐ no ☐

20. How many vendors/DSD deliveries do your stores average per week per store? ..... _____ deliveries/store

D. Coin-Operated Electronic Games

21. In how many supermarkets are you currently operating coin-operated electronic games? ..... _____ supermarkets

22. Please estimate how many supermarkets will have electronic games, in 1983 ..... _____ supermarkets

23. In how many supermarkets, were games installed but then permanently removed? ..... _____ supermarkets

☐ Never had any games

Answer only if your company has ever had electronic games.

24. Number of games typically installed per store ..... _____ machines

25. Average gross revenue per game per week ..... $_____ per game/per week

26. Games are typically located: (Please check only one) .....
- ☐ outside the store
- ☐ inside, in front of store
- ☐ in shopping area proper

27. What is the major difficulty you have experienced with machines? .....
- ☐ No major problems
- ☐ Poor Service
- ☐ Equipment
- ☐ Loitering of players
- ☐ Increased Pilferage
- ☐ General disruption

E. Maintenance

Following are questions on **in-store** *maintenance and repair both for customer and back room areas. For this survey, maintenance will include maintaining and repairing all fixtures in the supermarket such as refrigeration, electrical, plumbing, roof, floors, meat preparation equipment, scales, conveyors, etc.*

GENERAL

28. In-store maintenance expense is what percent of your company's total annual sales? ..... _____ %

Does this percentage include maintenance of front end scanning equipment? ..... Yes ☐ No ☐

29. What *degree of involvement* in the area of **energy conservation** is there by maintenance people? (Please *circle* the number which closest describes your situation.)

Total Involvement by Maintenance				No Involvement by Maintenance
5	4	3	2	1

30. How much control does the store manager have over store maintenance? For instance, are there non-store personnel as well as store personnel who can say that some repairs must be made or are all repairs initiated by the store manager. (Please *circle* the number which typically describes the situation at your company.)

Total Control by Store Management				No Control by Store Management
5	4	3	2	1

31. How do you *typically* relamp a store? ..... Spot replacement ☐ Group relamping ☐

If Group, how frequently? _____ years

SPECIFIC AREAS

Please answer questions 32-36 for each area: (A) Heating, Ventilation, Air Conditioning and Refrigeration Equipment, (B) Electrical, and (C) All Other Maintenance areas.

	HVAC and Refrigeration Equipment	Electrical	All Other
	A	B	C
32. What percent of total store maintenance cost is represented by each of the following areas ...	_____ % +	_____ % +	_____ % = 100% of Total Maintenance Costs
33. How is maintenance typically handled?			
In-House Personnel	☐	☐	☐
Outside Contractor ..... Time and Material Basis	☐	☐	☐
Outside Contractor ..... Service Contract	☐	☐	☐
Mixture	☐	☐	☐
34. How are maintenance calls usually handled by store personnel?			
Store personnel calls outside contractors ..	☐	☐	☐
Store personnel direct calls to a central/in-house maintenance office	☐	☐	☐
35. What type of preventive maintenance program do your store personnel or company maintenance personnel have?			
No program	☐	☐	☐
Informal (fill in work)	☐	☐	☐
Formal (scheduled work)	☐	☐	☐
36. What is the usual response time for equipment repair? Please answer one for each column.			
Hours	☐ _____ hrs.	☐ _____ hrs.	☐ _____ hrs.
Next day	☐	☐	☐
Other, please specify	☐ _____	☐ _____	☐ _____

F. Productivity

For each of the following areas within the store, please check the productivity measures your company uses.

37. Shelf Stocking Productivity Measures
    - ☐ Cases per hour
    - ☐ Cost per case
    - ☐ Cubic foot per hour
    - ☐ Other, please specify _____

38. Front-End Productivity Measures
    - ☐ Items per minute
    - ☐ Time per transaction
    - ☐ Other, please specify _____

39. General Store Productivity Measures
    - ☐ Sales per labor hour
    - ☐ Sales per square foot
    - ☐ Sales per cubic foot
    - ☐ Sales per linear foot
    - ☐ Other, please specify _____

ATM/CASH DISPENSERS

This questionnaire is part of an annual FMI industry study. It is designed to explore the use of Automated Teller Machines and Cash Dispensers in supermarkets and to provide retailers with an insight into the new and expanding area. Only with your participation can a fully comprehensive study be made. What happens in your company is important in the trend of ATMs.

All data will be held in strictest confidence. If you have any questions, please call the Research Department of FMI — (202) 452-8444.

1. As of December 31, 1982, in how many supermarkets had you installed one or more ATM (Automated Teller Machines) terminals? ..... _____ supermarkets

☐ None, please skip to number 15.

2. How many of your machines are located:

Through the wall (the machine is accessed outside supermarket)	_____	machines
Outside the supermarket (stand alone, kiosk)	_____	machines
In front or in the vestible (near entry, inside the supermarket)	_____	machines
Near checkouts	_____	machines
Other, please specify _____	_____	machines
	_____	**total machines in operation in all supermarkets**

3. On average, how many transactions do the ATMs average per week? ..... _____ transactions/machine/week

4. What percentage of the ATM transactions were:

Cash Dispensing	_____	%
Deposit Taking	_____	%
Balance Inquiry	_____	%
Account/Balance Transfer	_____	%
Other _____ (please specify)	_____	%
	100	%

5. What other services do you expect the ATM systems installed in your stores to perform in the next 5 years?

_____

_____

_____

6. Who owns each ATM?

Bank	_____	machines
Other Financial Institution	_____	machines
Supermarket Company	_____	machines
Third Party Service/Provider	_____	machines
Other _____ (please specify)	_____	machines
	_____	**total machines in operation in all supermarkets**

7. If the ATM(s) is owned by someone other than the supermarket company, how is the supermarket company reimbursed, e.g. annually per square foot, per transaction, and by how much?

Method of Compensation	**Amount**	**Method of Compensation**		**Amount**
☐ Annual Per Square Foot	$ _____	☐ Annual & Per Transaction	$_____	$ _____
☐ Per Transaction	$ _____	☐ Other _____ (please specify)	_____	$ _____

8. Are your ATMs part of a shared system or dedicated to one bank? Please give number of machines in each system.

_____ ATMs in a shared system

_____ ATMs with a dedicated system

9. In those supermarkets with ATMs, what percentage of your customers have a card to access the machine? ..... _____ %

10. In those supermarkets with ATMs, what percentage of your customers regularly use the machines? .. _____ %

11. If your stores *had* offered any banking activities before the ATMs were installed, has the installation of the ATM system displaced any clerical activities?

☐ Yes ☐ No ☐ Had not offered banking

If yes, please list activities: _____

_____

12. Have your stores experienced any major disruptions or problems after the installation of the system?

☐ No

☐ Yes, please specify _____

_____

13. How has the installation of your ATM system effected the volume of checks at your check-out lanes?

☐ Check Volume Increased
☐ Check Volume Decreased
☐ Check Volume Remained the Same

14. If the ATM is down, to whom do your customers complain?

☐ Supermarket Personnel
☐ Bank, Financial Institute
☐ Other, please specify _____

_____

☐ Unknown

15. If your company has *not* installed any ATM or EFT (Electronic Funds Transfer) terminals, has your company been approached by a bank to install an ATM or EFT system in your store?

	ATM	EFT
Yes	☐	☐
No	☐	☐

TAX SURVEY

This questionnaire is part of an annual FMI industry study. It is designed to aid FMI staff in better serving its membership by understanding member concerns and needs in the area of taxes. Only with your participation and expertise can a fully comprehensive study be made.

A complimentary copy of the report will be sent to each participant. All information will be held in strictest confidence. If you have any questions, please call the FMI Research Department — (202) 452-8444.

1. Please indicate the number of supermarkets your company owns or leases.

_____ supermarkets owned

_____ supermarkets leased from a subsidiary

_____ supermarkets leased from another company

_____ TOTAL SUPERMARKETS

2. What are your net balance sheet fixed assets for:

$ _____ supermarket buildings

$ _____ distribution center buildings

$ _____ store equipment

$ _____ distribution center equipment

$ _____ vehicles

3. For buildings and equipment purchased **before** the enactment of the Economic Recovery Tax Act of 1981, please complete the following chart on depreciation methods and schedule. Please give data for your typical building and equipment.

	Tax Reporting		**Financial Reporting**	
	Method*	Length of Useful Life	Method*	Length of Useful Life
Supermarket Buildings				
Distribution Center Buildings				
Store Equipment				
Distribution Center Equipment				
Vehicles				

* Straight Line or Accelerated

4. Other than the tax rates, what area of the Internal Revenue Code or the administration of the IRS is your company's biggest tax problem?

_____

_____

5. What effect has the 1981 Economic Recovery Tax Act (ERTA) had on your operations?

_____

_____

_____

6. Who calculates your company's taxes?

- ☐ In-house Tax Expert/Department
- ☐ Accounting Firms
- ☐ Other, please specify _____

_____

READER'S COMMENT FORM

Report: Detailed Tabulations — The Food Marketing Industry Speaks 1983

YOUR COMMENTS COUNT . . .

FMI uses the comments it receives from readers like you to improve its research publications. Let us hear from you.

Page Number	I had trouble with this section because it seemed unclear.	It would have been easier if the following information had been included.

Other Comments:

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Thank you for your cooperation.

YOUR COMMENTS, PLEASE . . .

This manual is part of a library that serves as a reference source for members of the Food Marketing Institute. Your comments on the other side of this form will be carefully reviewed by the persons responsible for writing and publishing this material.

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The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1,100 members—food retailers and wholesalers and their customers in the United States and overseas. FMI's domestic member companies operate over 17,000 retail food stores with a combined annual sales volume of $125 billion—half of all grocery sales in the United States. More than three-fourths of FMI's membership is comprised of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 37 nations.